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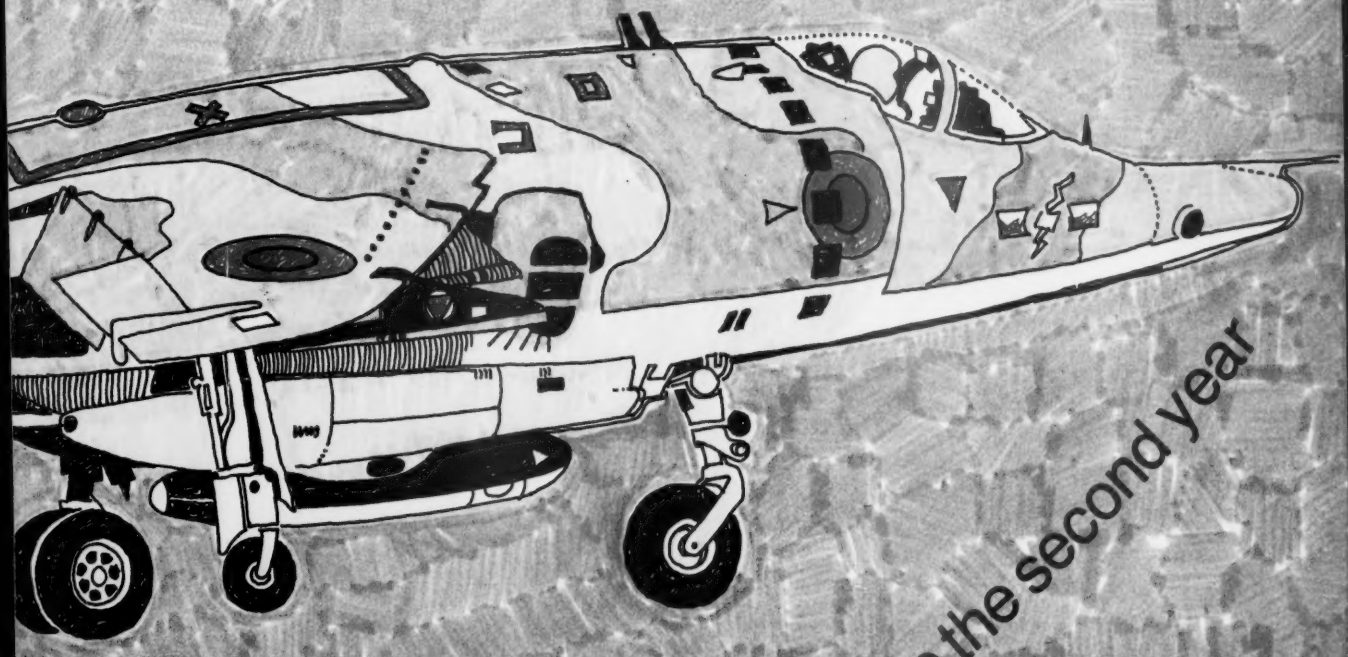
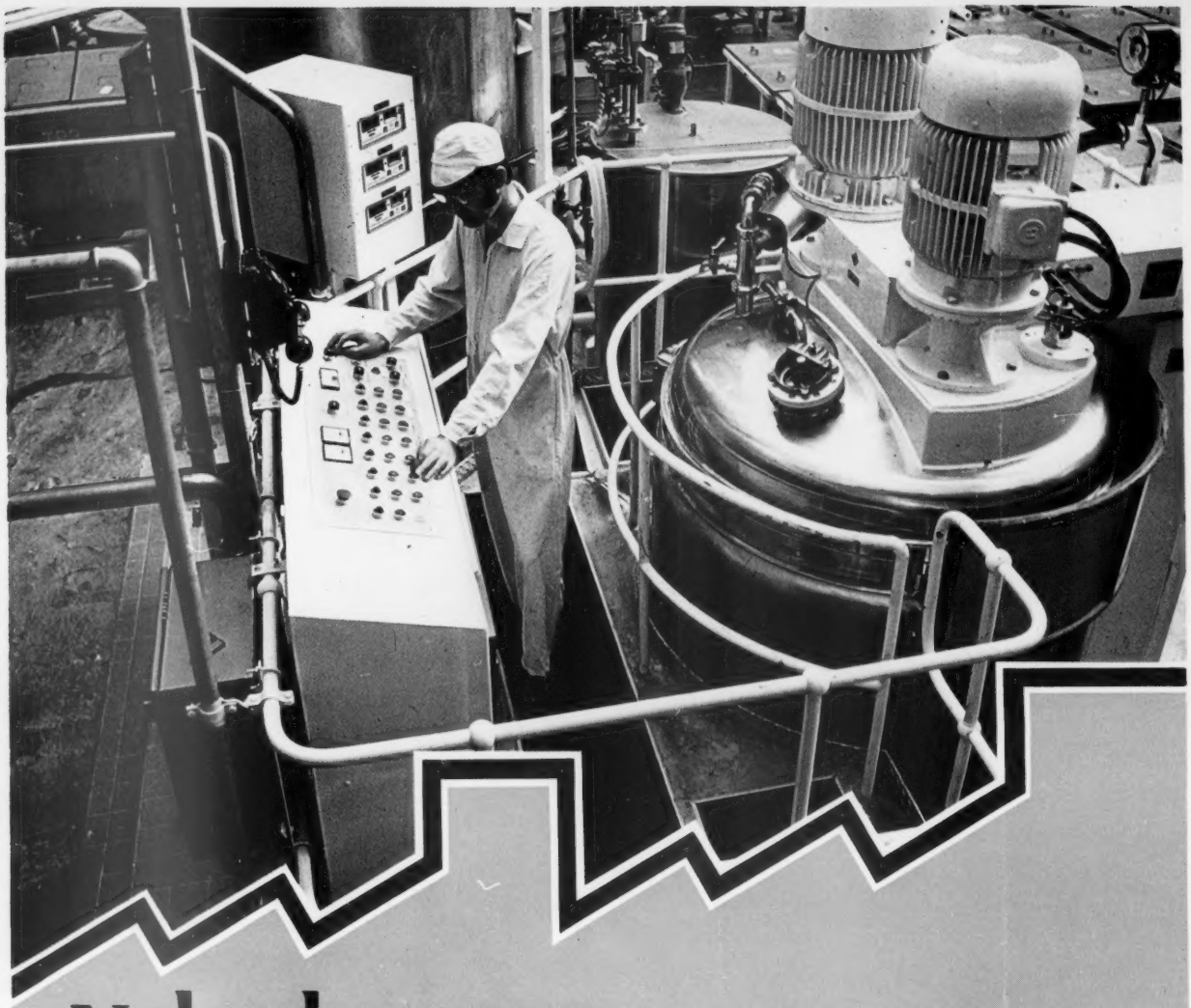


British Aerospace: into the second year



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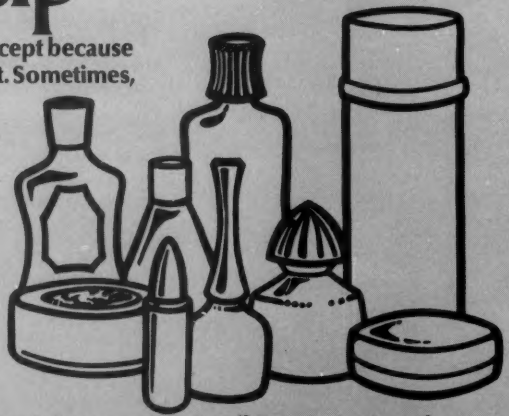

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Trade and Industry

5 May 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

Success of the Harrier jump jet has helped to swell British Aerospace's order book from £1,500 million a year ago to £2,300 million as the corporation takes off for its second year (page 252).

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Trade and Industry this week

HOME

Middlesbrough development: 'unique partnership'

Alan Williams, Minister of State for Industry, launched a major industrial development on Teesside on Tuesday. He was on Teesside to open the Riverside Park industrial development in Middlesbrough.

Long-since derelict, the 55 hectare site has now been taken over by Middlesbrough Borough Council and reclaimed for light industry. About 3 hectares have been bought by the Department of Industry to develop 27 advance factory units ranging from 140 to 560 m^2.

Launching the scheme, Mr Williams said: 'I think the efforts of the Middlesbrough council will be very effective. The Riverside Park development offers a unique partnership between local authority and central government and its agent, the English Industrial Estates Corporation.'

Mr Williams was told that Middlesbrough was widely recognised as one of Britain's major industrial growth areas. Apart from two major ICI plants, Phillips Petroleum was developing a £250 million complex which would soon be processing 400 000 barrels of oil a day, piped direct from the Ekofisk field in the North Sea.

Improvement in industrial efficiency needed: Varley

The success of the government's Industrial Strategy would depend on action at company level – more investment, greater effort to develop new products suited to market needs, closer links with suppliers to enable them to compete better with foreign suppliers, and above all a dramatic improvement in the efficiency with which resources of all kinds were used within the company.

Addressing the annual conference of the Amalgamated Union of Engineering Workers (foundry section), Eric Varley, Secretary of State for Industry, said in Morecambe on Tuesday: 'This is not just a job for management. We want trade unionists to be involved in change – initiating it where it seems necessary; questioning whether a decision is sensible if from the wealth of their experience they feel a particular change will harm their company's interests.'

An environment should be developed in all our companies in which ideas and practical suggestions work up from the experts on the shop floor to the experts in the offices, he said. In implementing the Industrial Strategy, trade unionists could begin now to impress on management that there was on the shop floor a wealth of knowledge and experience available for the good of their companies.

Reviewing the progress of the £539 million of government assistance to aid the regeneration of industry, Mr Varley said that two schemes of assistance to the foundry industry involving £100 million had led to a doubling of the rate of investment achieved by the industry during the last four years, and a substantial number of new jobs.

Mr Varley emphasised that industry had to have priority in all the government's plans. That was the centre of its whole policy.

Assistance interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 have been increased with effect from Tuesday (2 May).

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest-free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 11 per cent to 11½ per cent for each interest-free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is increased from 8 per cent to 8½ per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is increased from 11 per cent to 11½ per cent.

Williams welcomes major power station order

GEC Turbine Generators Ltd announced on Monday (1 May) a £50 million export order to supply two 1000 MW turbine generators to the Korea Electric Company. Welcoming the news of this major export order, Alan Williams, Minister of State for Industry, said: 'It proves that the British power plant industry can compete successfully in world markets.'

It was GEC Turbine Generators' second large export order this year. The new contract had important employment implications in the UK, at the company's plants in Larne, Manchester, Rugby and Stafford, and for all its subcontractors around the country, said Mr Williams. His department had ensured that the full range of government services were made available to enable the company to compete successfully for this contract.

'My department worked closely with the company and with Lazards. This is another example of the way in which close co-operation between government, industry and the city can actively promote the international success of British companies,' said Mr Williams. 'The Republic of Korea offers many other opportunities for our exporters and I hope that British industry will continue to pursue them'.

TECHNOLOGY

Government and industry invest in creep research

An investigation by the Electrical Research Association into the long-term mechanical properties of steels at high-temperatures is being supported by a contribution of £240,000 from the Department of Industry's Engineering Materials Requirements Board.

The project, which is also receiving £400,000 from industry, will take five years. It represents an extension of work previously supported by the board on the slow deformation of steels, known as creep.

The authoritative design data collected will lead to reduced materials costs and increased reliability of plant as a result of the optimum choice of materials and components being made at the design stage. This will enhance the international competitiveness of UK high-temperature materials, components and plant, and the authority with which these can be offered for specific applications.

The data obtained from this research will be used in the design of plant and equipment which operate at high temperatures, in particular, steam power generating plant, and to a limited extent, process plant. The project includes work on creep-relaxation and on the effects of composition and heat treatment variables and of cold work.

OVERSEAS

BOTB 1978 wall map

A new edition of the British Overseas Trade Board's export wall map is now available and is being issued to users of government export services by export officers in London and the regions.

The map shows British diplomatic service posts and British trade correspondents throughout the world.

To all Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Management Accountant.** A sound practical accountant with international experience in the engineering and construction industries – establishing financial management teams and reporting systems. A good project accountant. **Age 29 Salary circa £9,000**

2. **Finance Director.** ACA, J Dip, MA. A successful 'high-flyer' with notable company doctoring achievements in both the service and manufacturing industries. Seeks substantial and demanding line management appointment with potential. **Age 30 Salary circa £15,000**

3. **Financial Controller.** BS (Econ), MBA. Fluent French, Spanish, German with large international trading group experience in management, acquisitions and treasury. Seeking career move located in any major financial centre worldwide. **Age 31 Salary £20,000+**

4. **Financial Controller.** ACA. Good Spanish. His wide international experience includes restructuring reporting and control systems for large FMCG and insurance companies, and sound experience in UK, Australian and South American environments. **Age 32 Salary £9,000**

5. **Financial Controller.** ACA. An impressive and widely travelled F/C with major international group. A professional who seeks greater involvement with management probably in a smaller group offering career development potential. **Age 33 Salary £9,000+**

6. **Group Financial Manager.** MA (Cantab), ACA. His considerable manufacturing company experience covers 10+ divisions, 30+ factories and numerous selling points, acquisitions and rapid growth. Wishes to maintain career impetus. **Age 32 Salary £13,000+**

7. **Finance Director.** BA (Econ), MBA (Finance). A highly effective financial manager and manager of international projects with substantial manufacturing group. Seeks further career development opportunity. **Age 34 Salary £15,000+**

8. **Finance Director.** ACMA. A strong group financial manager whose experience covers timber production and products and consultancy experience in Europe, Spain and East Africa. Seeks career development with larger company. **Age 36 Salary £10,000+**

9. **Financial Director/Treasurer.** FICM. Good German. A professional large Anglo/American group F/D with treasury experience and international borrowings exceeding £200m. Seeking ultimate career move. **Age 51 Salary £13,000+**

10. **F/D and General Manager.** ACMA. Good French with substantial experience in light engineering and shipping – including containerisation and a knowledge of both European and American business methods. Seeking career development and would consider participation. **Age 37 Salary £10,000+**

11. **Financial Controller.** FCA. A tough entrepreneurally minded F/C with excellent knowledge of the Leisure, restaurant and hotel industries. Seeking greater responsibility leading to general management. **Age 39 Salary £13,000**

12. **Group F/C.** MA (Cantab), FCMA., C. Eng., MICE., MIMC. Good French. A highly effective senior executive with considerable commercial expertise in all forms of contracting and construction – civil, mechanical, electrical and oil. Seeks opportunity to use his experience to greater effect. **Age 44 Salary £12,500+**

MARKETING

13. **Saleswoman.** BA. Fluent French, good Japanese and Korean, some German and Russian. A mature and able young lady who enjoys 'upmarket' selling especially, using her linguistic ability. Highly articulate. **Age 22 Salary circa £4,500**

14. **Export Salesman.** BA (Hons) Oxon. Fluent French and German, good Italian and Malay. One years experience selling capital equipment in French Africa. Seeking greater opportunity. **Age 25 Salary £4,000**

15. **Export Marketing Manager.** A hard working award winner in scientific instruments and laboratory equipment. Self taught but highly successful in Europe and Middle East. Closely involved in product launches, exhibitions and planning. Seeking career development. **Age 31 Salary £6,500**

16. **Area Export Manager.** MA (Hons) Cantab. Fluent French and German, some Italian and Russian. After successfully maintaining profits in a difficult area in the food industry in Europe he seeks career progression leading to general management. **Age 29 Salary £8,500**

17. **Admin/Export Sales.** BA. Fluent German, good French. With 6 years executive experience in nationalised technical industry wishes to use linguistic ability in export sales. Well presented and highly articulate. **Age 29 Salary £5,000**

18. **Marketing/General Manager.** BA (Oxon), 1st Class MBA (Harvard), High Distinction M. Inst. Mkt. Good French. After completing impressive turn-round in £20m T.O. company this highflyer seeks improved long term prospects ideally but not necessarily in consumer durables. P and G trained. **Age 29 Salary £11,000**

19. **Catering Marketing Manager.** BA (Hons). A tough aggressive and successful manager with an excellent knowledge of the frozen food industry. Seeks to broaden his career and improve remuneration due to promotion blockage. Flexible as to product and location. **Age 31 Salary £9,000**

20. **Engineering Superintendent.** Good Arabic. A tough highly practical engineer responsible for plant and services maintenance including cranes, fork lift trucks and transport for major overseas project nearing completion. Available world wide. **Age 50 Salary £18,000+**

21. **G/M. F. I. Freight Forwarders.** A successful 'Trader' with an intimate knowledge of freight forwarding by land, sea and air worldwide, together with all shipping documentation and handling. Seeks career development anywhere. **Age 41 Salary £7,000+**

22. **Area Marketing Manager.** HNC (Mech). Fluent French, Dutch, Malay/Indonesian, Japanese, some German. Successfully marketing capital equipment across Europe, Middle and Far East. Victim of reorganisation. An able man who enjoys responsibility expecially in the Far East. **Age 38 Salary £12,000**

23. **Marketing Director.** Highly professional and responsible for a 2500+ direct sales force in FMCG. Also with responsibility for agencies throughout Europe. Seeking new career development. Location entirely flexible including Australasia and Americas. **Age 38 Salary circa £25,000**

24. **Marketing/Operating Director.** F. I. Building. Fluent German. Highly successful career in major building and construction company with marketing and I.R. involvement internationally. Seeking ultimate career move to a smaller company. **Age 51 Salary £15,000+**

GENERAL MANAGEMENT

25 **Admin and Conference Organiser.** BA. Fluent French and German, good Italian. A meticulous and experienced administrator for international conferences with some knowledge of export selling. **Age 28 Salary £5,000**

26 **Chief Metallurgist/Expediting engineer.** B.Sc (Hons) metallurgy. Good French. A good negotiator with wide knowledge of ferrous and non-ferrous metals, British Standards and European quality controls. Plastic engineering experience – promotion blockage. **Age 38 Salary £7,000**

27 **Chemical Engineer.** BSc (Oxon), Hons Dip Accounting and Finance. Strong process licensing and financial experience with major international industrial group. Promotion blockage, seeking career development. **Age 40 Salary £9,000**

28 **Personnel Manager.** BA (Oxon) MIPM. Highly experienced in Management Development and Training with major international industrial group (1000+ executives). Wishes to become more closely involved with Industrial Relations problems no matter how difficult or entrenched. A tough tactful and fairminded man. **Age 41 Salary £10,000**

29 **General Manager.** ACII. Good Russian, French, Swahili, with extensive General, Life and Pension insurance experience with a major international 'composite' group in Africa and UK. Promotion blockage. Seeking increased remuneration location flexible. **Age 43 Salary £10,000+**

30 **Production Manager.** A1 Metallurgist, M1 Welding. Considerable experience in heavy structural engineering and fabrication for Capital Plant, rolling stock, bridges. Successfully installed an automated welding plant. Sound sales and marketing experience. **Age 40 Salary £10,000+**

31 **Power Engineering Manager.** BSc (Hons) CEng, FIMechE, FIEE. A professional electrical engineer with impressive record wishes to be more closely involved with a profitable company operating in the UK or overseas. **Age 41 Salary £10,000**

32 **General Manager.** ACII. Most successful in establishing a general insurance group. Sound knowledge of life and re-insurance including world wide contacts. A company doctor who would like to return to the management ideally overseas. **Age 39 Salary circa £15,000**

33 **F/C General Manager.** CA, Good Spanish. An experienced Director of large international group retailing textiles and associated products (to £500m+) as well as discount warehousing. Substantial knowledge of South America. **Age 45 Salary £12,000**

34 **General Manager/Marketing Coordinator.** MA, LIBDip BA. Good French. An intelligent entrepreneur with good all round general trading experience in large international group. With merchant banking and wholesale/retail experience. An excellent negotiator. **Age 35 Salary £10,000+**

35 **Civil Engineering Director.** BSc (Eng) Hons PREng CEng ATRC MICE MSAICE with 20 years experience on major projects in Africa, UK, Ireland and Far East. Capable vigorous and willing to locate anywhere for new opportunity, present contract nearing completion. **Age 46 Salary £25,000+**

36 **Project Director.** MA (Cantab) CEng FIEE FRA and S. Good French. Has worldwide responsibility for telecommunications network and diversified technical equipment involving 100 000+ personnel. Seeking a career change. **Age 55 Salary negotiable**

NOTES

(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

I A L Robin R. Wheatley

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Home news

Scheme promotes better school-industry understanding

Local projects to promote better understanding of manufacturing industry in schools, which were approved by the Standing Conference on Schools' Science and Technology, would receive up to half their costs from a fund provided by his department, Les Huckfield, Parliamentary Under-Secretary of State at the Department of Industry, told the North East London Employment Group on 26 April. The balance would be met from local sources, including education authorities.

The £100,000 scheme started this month and would run for three years. The sort of ideas for which the money would be used would include projects to bring together schools and individual firms in demonstrating the practical relevance of subjects taught in schools, to explain the importance of industry and to give pupils some work experience on the shop floor.

Other objectives of the scheme were the production by both teachers and industrialists of teaching and learning materials that could be applied in a variety of lessons, including those on arts subjects, sciences, mathematics, craft, design and technology; and seminars, courses and conferences arranged to study various aspects of school-industry liaison and how they affected small to medium-sized firms that are faced with special difficulties.

In addition, said Mr Huckfield, there was already a growing network of Science and Technology Regional Organisations (Satros) throughout the UK. They existed to encourage a modern approach to science and technology in schools, to improve understanding between schools and industry and to provide practical help to teachers.

In outlining ways in which industry and education can co-operate more closely, he said that each company should take a formal policy decision to take and active part in improving understanding between industry and local schools, and explain this to trade union representatives and other employees, who should be encouraged to participate. Companies should tell local schools, the local education authority and local colleges that they are keen to help. They would work out with local teachers, education officers and advisors some practical activities in which the company participates.

Teachers could be brought into the company on a well-prepared training programme, and the education authority could arrange for companies to employ teachers for a short period. Teachers could devise projects which fitted into the curriculum but also get across important messages about industry. Companies could visit schools to see their work and explore how to help them – girls as well as boys. This, with regular exchange visits, would develop personal contacts between teachers and managers, who could give talks and lead discussions about industry.

Young people should be given opportunities to gain work experience in the company, and not only shop floor jobs, said Mr Huckfield. Pupils who go on to college and university can be introduced, while at school, to the jobs in industry they might return to later. Finally employees should be encouraged to become school managers or governors.

Climate right for investment: Williams

Britain's industrial relations record was much better than some people try to make out, Alan Williams, Minister of State for Industry, told the European Management Forum in London on 27 April.

Comparative figures produced by the International Labour Office showed that in the period 1972-74, some of the worst years in our history as far as industrial relations were concerned, the numbers of strikes in Britain were consistently lower than in the United States, Australia, Italy and Canada.

In fact, he said, in those three years only 5 per cent of British manufacturing firms experienced a strike at all. In any one of those years only 2 per cent experienced a strike. Britain's industrial disputes tended to be concentrated in narrow sectors of industry – mostly in the traditional and now declining industries or in the automotive industry.

Mr Williams made the point to representatives of European companies that now was the time to invest in Britain, and to representatives of UK subsidiaries of foreign firms that now was the time to consider either expanding present investment or to encourage their principals to diversify into other products in the UK.

The incentives were generous by any standards, he said. They included regional development grants of 20 or 22 per cent on new equipment and buildings, and loans or interest relief grants under the Industry Act. The selective investment scheme, to which £125 million had been allocated, differed in many respects from other incentives in that it incorporated some novel concepts in selective assistance. Assistance would be given to companies for individual major projects that would lead to substantial and identifiable improvements in industrial performance and would be directed towards the manufacturing sector with particular emphasis on engineering.

GEC bullish on Britain

At an International General Electric Company dinner held in London on 27 April, Reginald H. Jones, the United States company's chairman and chief executive, said: 'We've seen responsible fiscal and monetary policies bring about a dramatic reduction in the rate of inflation here. The restraint of the trade unions in recent years has been a welcome sign. We've been delighted to see the priority accorded to investment in manufacturing industry, and the government's recognition of the essential role of profit in attracting the necessary long-term capital investments.

'All these things are quite in contrast with what one had witnessed earlier. Therefore we in General Electric have been sufficiently bullish on Britian to expand our presence here in the past few years. I am reminded that when we started the GE/TI venture in 1965 we had approximately 400 people on the payroll. Last year we had almost 6000 on our payroll in the United Kingdom, and that payroll amounted to £26 million.'

£1m worth of schemes approved for Lambeth inner area

Schemes to be undertaken in the Lambeth inner city partnership area of need this year, which total £1 million, range from an industrial training and workshop centre, community projects and children's facilities to street lighting and tree planting. They have been approved by the Department of the Environment under additional urban programme aid.

Projects were submitted by the partnership authorities – Lambeth Council, the Greater London Council and the Inner London Education Authority – and by voluntary organisations. Over £300,000 has been allocated to schemes originating from voluntary organisations; and many other schemes put forward by the statutory agencies have widespread support from local community groups, some being proposed as a result of suggestions from voluntary organisations.

The Lambeth inner city partnership was allocated £5 million out of the chancellor's £100 million construction package for inner areas last year; and a further £2 million from the package was allocated to Inner London Education Authority for Lambeth and Docklands. Under urban aid, Lambeth partnership was also allocated £1 million for 1978-79, and £5 million over each of the three years 1979-82

Co-operative Union Ltd

Chief Executive Officer

BELFAST CO-OPERATIVE SOCIETY

The Directors wish to appoint a Chief Executive Officer who will be responsible to them for the total management of the society's operations.

The society trades in the City of Belfast and certain outlying areas in Northern Ireland. Current annual sales are about £30 million.

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Salary will be £15,000 per year and benefits include car, assistance with relocation expenses and pension scheme.

The services of the Co-operative Union Ltd have been retained in this appointment and further details with application forms can be obtained from:

The General Secretary, The Co-operative Union Ltd, Holyoake House, Hanover Street, Manchester M60 0AS.

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The appointment is open to men and women.

Contact: Sir John Trelawny, Bt.

Plumbley/Endicott & Associates Limited,

Management Selection Consultants,
Premier House, 150 Southampton Row,
London WC1B 5AL. Tel. 01-278 3117

to tackle inner area problems. Lambeth is one of seven partnerships. The others are Liverpool, Manchester/Salford, Birmingham, Newcastle/Gateshead, Docklands and Hackney/Islingtom.

NRDC investment limits raised

Investment by the National Research Development Corporation in an individual project without seeking the approval of the Secretary of State for Industry has been raised from £20,000 to £250,000. The Development of Inventions (Increase of Limits) Order 1978 came into effect on 24 April. It means that the corporation's board now has authority to support joint ventures of up to £½ million on a 50-50 basis without having to refer to the secretary of state.

Swede's contribution to Devon recognised

Eskil Vilhelmsson, a Swedish citizen, has been awarded an honorary OBE in recognition of his outstanding contribution to the industrial prosperity of North Devon. He is managing director of Dartington Glass Ltd of Torrington, Devon.

With nearly 40 years' experience in the Swedish glass making industry, Mr Vilhelmsson was asked to join the company in 1965, when the Dartington Hall trustees decided to establish a factory at Torrington. He took charge of the planning, layout and building of the new factory and recruited some 20 glassblowers from Sweden. With another 20 locally recruited employees, two glass blowing teams were established.

The first glass was blown in June 1967 and turnover in the first year amounted to £57,000. Ten years later the sales are some £1.5 million a year. By 1977 the labour force had grown to over 150, the factory was extended, and there are now nine glass blowing teams. Under Mr Vilhelmsson a school of glass making was set up and he has devoted much of his free time to the tuition of apprentices.

Engineering company expands at Altham . . .

MJP Machinery Ltd is to occupy a 1350 m² advance factory built by the English Industrial Estates Corporation for the Department of Industry on the Altham Industrial Estate, Accrington, Lancs.

MJP presently occupies two small factories elsewhere in Altham for the design and assembly of conveyors, metering and mixing equipment used in the food and plastics industries. The larger premises are required to meet an expanding demand for the company's products in both the home and export markets and to carry out engineering and sheet metal work which is at present sub-contracted. The company expects to employ 28 people, in addition to 10 transferees, as production is built up over the next year or two.

. . . and 38 more factories for Peterborough

Peterborough Development Coporation has awarded a £2.9 million contract to George Wimpey and Co to build 38 advance factories and warehouses at Orton Southgate employment area next to the A1. The new scheme will provide more than 27 000 m² of accommodation in individual factory sizes of 275, 550, 930 and 1750 m². First factories in the scheme will be ready in 15 months, and the whole contract will be completed in under two years.

Investing in Britain

Starting shortly, a regular *Trade and Industry* feature will review new UK-based investment – in buildings, plant or equipment – by British or overseas companies.
News for inclusion in the feature should be addressed to: The Editor, (Investing in Britain), Trade and Industry, Room 439, 1 Victoria Street, London SW1H 0ET.
Advertisers who wish to be associated with this feature should contact Terry Day on 01-242 9478 (or in the North, Alan Loftus on 061-766 2191).

SDA puts £1m into Fife development

Bulldozers were set rolling at Methil, Fife, on 21 April on a scheme to reclaim a disused dock and service the first part of a 25 hectare site for industrial development. It is a £1 million project, launched by the Scottish Development Agency, which is aimed at putting Fife in a commanding position to win new oil-related industry.

The agency has been dealing with some firm inquiries from companies interested in the area. Methil no. 3 dock, closed by the Forth Ports Authority in May 1977, forms a third of the 25 hectare site planned for industry and the first phase of the £1 million reclamation programme will be infilling some of the water area.

Part of the dock is being retained for possible maritime-related development but if this does not materialise the whole area can be progressively reclaimed. Over 5 hectares are being serviced immediately for factories and the agency, which is working closely with Fife Regional and Kirkcaldy District Councils, is also clearing derelict buildings and improving access to the site by realigning railway tracks. Sea wall and dock structures are also being repaired.

First visitor to Bristol's new ocean container terminal

The first large containership to use Britain's newest ocean container terminal – Seatrain's chartered 'Thuleland' – berthed at the Port of Bristol's 'Swift' terminal at Royal Portbury Dock on 23 April to load 121 containers bound for the Middle East. Operated by the Port of Bristol Authority, and managed and marketed by Swift Ltd, Royal Portbury's container terminal has a 300 metre quay frontage, over 3½ hectares of paved back-up area and a 45-tonne container crane.

NEDC reconstitutes Rolls committee

The National Economic Development Council has reconsituted its committee on finance for investment (the Roll committee) with new terms of reference and a revised title of 'committee on finance for industry'. The terms of reference widen the coverage from manufac-

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turing investment to industrial and commercial finance for all purposes.

The council has charged the committee with special responsibility for financial aspects of the Industrial Strategy and financial problems revealed by the sector working parties. Lord Roll of Ipsden, chairman of S. G. Warburg and Co Ltd, will continue to chair the committee but the membership is substantially revised with increased Trades Union Congress and City of London representation.

The committee has accepted a remit from the government to examine and report on the need for a bank loan guarantee scheme for small and medium sized firms which had exhausted their unsupported ability to borrow. A working party has been set up, chaired by Bernard Asher, acting director general of the National Economic Development Office, charged to establish whether there is a need for a loan guarantee scheme and, if so, what arrangements would be most suitable.

Accidents cost 16m work days

Sixteen million working days a year are lost as a result of accidents, reveals the Health and Safety Commission in its annual report published on 25 April. Statistics in the report show that in 1976 there were 326 500 notified accidents, including nearly 600 people killed. 'This shows that death and injury are part of earning a living for far too many people,' said chairman of the commission Bill Simpson.

The report stresses that it is not yet obligatory to report many accidents, and there is known to be under-reporting of accidents that should be notified. It adds that prescribed industrial diseases cause about 700 deaths a year. Many of them, however, result from exposure to conditions 10 or more years ago, and the effects of today's conditions will be reflected only in future statistics.

The commission emphasises that its overriding concern is to encourage the participation of those who create and work with risks in efforts to overcome them and points to the regulations on safety representatives and safety committees that will come into force in October and the establishment of representative advisory committees covering both particular hazards and particular industries.

The commission explains that these regulations are the cornerstone of its policies for encouraging full co-operation between workers and employers in efforts to promote health and safety at the workplace. 'We now urge employers and trade unions who have not already done so to consult quickly,' the report says, 'and wherever possible develop appropriate voluntary arrangements within each undertaking which can later be converted to a statutory basis.'

The report outlines a wide range of proposals for improved safeguards, ranging from a comprehensive programme of legislation on explosives to radiological protection and from the preparation of regulations designed to reduce long-term health hazards as a result of exposure to carcinogenic substances and agents to proposals for new requirements for the registration of employers of homeworkers to facilitate the enforcement of health and safety legislation in this area.

During the year under review the commission also approved criteria for establishing inspection priorities for the factory inspectorate.

It is not true that only highly specialised 'safety experts' can do much to prevent accidents, stressed John Locke, director of the Health and Safety Executive, in his foreword to the executive section of the report. He points out that the vast majority of accidents, including fatalities, could have been and can be prevented by relatively simple precautions. He adds that there is a striking difference in safety records achieved by managements who take health and safety seriously, lay down clear responsibilities and provide adequate information, compared with managements in the same way of business who do none of these things. He is therefore disturbed by evidence outlined in the report of inadequacies in many firms' approach to the duty to produce and implement written safety policies.

About 1200 prosecutions were instituted during 1976-77 and 7334 improvement or prohibition notices were issued. But the report stresses it would be wrong to regard the enforcement role of the executive simply in terms of the numbers of notices and prosecutions. The executive's policy, the report adds, is 'to stress to management their responsibility for effective control of hazards, rather than for inspectors to solve problems for management.'

The 'Health and Safety Commission Report 1976-77', is available from HMSO, price £1.25 plus postage.

Allied gives assurance on beer prices

Roy Hattersley, Secretary of State for Prices and Consumer Protection has been given an assurance by Allied Breweries that the company will try not to raise the price of its beers for a year from their last price increase, which was in January 1978. This followed the publication on 27 April of the Price Commission report of its investigation of Allied Breweries (UK) Ltd.

The commission concludes that the company's profitability following its price increases in January will not be excessive. Even with the increased revenue from beer, food and accommodation in its managed houses, Allied will still have to borrow extensively from its parent company to maintain its current investment programme. The commission decided that under the criteria set out in section 2 of the Price Commission Act 1977, no restrictions should be recommended.

Allied has told the commission that it will not notify further increases in the price of its beer or in the prices of food, drink and accommodation in managed houses before 18 October 1978 unless there are exceptional and unforeseen changes in circumstances. The company's new assurance to the secretary of state is a further contribution to the slowing down of the frequency of price increases.

The commission's report draws attention to the balance between wholesale and retail prices in Allied's tied houses since the commission believes that the prices at which beer is charged to the tied estate (that is, the tenants and the internal transfer to managed houses) appear to be artificially high.

Time for completion of footwear examination extended

More time has been given by Roy Hattersley, Secretary of State for Prices and Consumer Protection, to the Price Commission for the completion of its examination into the distribution of footwear which was announced last September. Particulars of the variation order made on 26 April are as follows:

Whereas the Secretary of State for Prices and Consumer Protection on 12 September 1977 pursuant to section 10(1) of the Price Commission Act 1977 gave a direction to the Price Commission requiring them to examine and, before 31 March 1978, to make a report to him on certain questions relating to the distribution of footwear;
And whereas on 30 March 1978 the Secretary of State varied the direction so as to require the Price Commission to make the said report before 30 April 1978;
Now the Secretary of State, pursuant to section 10(3) of that Act and after consulting the Price Commission and the Director General of Fair Trading, hereby further varies the said direction so as to require the Price Commission to make the said report before 20 May 1978 instead of before 30 April 1978.

Government sales

Sales by auction

17-18 May 1978 – Miscellaneous

Location:
Auctioneer's premises

Auctioneer:
Woolland Son and Manico (Dept L), Kinterbury House, St Andrews Cross, Plymouth, Devon (0752 69292).

Stores lying in Plymouth and other locations including clothing and textiles, paint, furniture, fork lift trucks, Coles 10 ton cranes, Bedford trucks, Morris Minis and other miscellaneous items.

24 May 1978 – Miscellaneous

Location:
The Astoria, Roundhay Road, Leeds 8

Auctioneer:
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, N. Yorkshire (0937 835303)

Furniture, clothing, blankets, carpets, machine tools, motor spares, tyres, some vehicles and other miscellaneous items lying at depots in Yorkshire, Lancashire and Lincolnshire.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneer from two weeks before and up to the day of the sale, price 40p, postage 15p (Postal Orders only).

Marine survey and other fees increased

The Department of Trade is increasing fees for marine surveys, inspection of radar installations on board ship, examinations for certificates of competency and inspection of ships' provisions. The new regulations also include but do not change any other fees in two previous fees regulations.

The increases are a further step towards the recovery of the full cost of the various marine services in line with government policy. Other fees, for radio surveys, registration of ships and submersible craft, certificates of service and copies of documents, were increased last January.

The new regulations, the Merchant Shipping (Fees) Regulations 1978 (SI 1978/600, HMSO, price 60p), come into force on 22 May 1978 except for fees for examinations which come into force on 1 July 1978.

British Gypsum allowed interim increase

Following representations by British Gypsum Ltd on the basis of the safeguard regulations, the Price Commission has allowed an increase of 3.361 per cent, against the average of 8.0 per cent sought by the company. Products in the range include plasterboard and plasterboard derivatives such as paramount partition, fireline board and thermal board, and building and other plasters.

Merger proposal cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him not to refer the proposed merger between Castlemere Properties Ltd and Property Investment and Finance Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Official appointments

Northern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Paul Tinnion and Harry Thompson as members of the Northern Gas Consumers' Council until 31 March 1980 and Councillor Mrs E. H. Wright until 31 March 1981.

Metrology and Standards Requirements Board: Eric Varley, Secretary of State for Industry, has appointed the following as members of the Department of Industry's metrology and standards requirements board: Professor G. Allen, chairman, Science Research Council; Mr W. P. Cole, director of quality engineering, GEC-Marconi Electronics Ltd; Dr G. B. R. Feilden, director-general, British Standards Institution; Dr I. Levy, technical director, the Littlewoods Organisation Ltd; Mr. T. J. Phillips, managing director, Coventry Gauge Ltd; and Mr J. T. Stamper, technical director, British Aerospace.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

20 April 1978

1488991 Agfa-Gevaert
Polyaddition compounds and their use in the development of photographic silver halide material
1490345 Agfa-Gevaert
Web guiding apparatus
1248725 Danizzo Taccon
Improvements in or relating to air pressure operated atomizers
1418735 Douglas Victor Sadler
Internal combustion engine
1471529 Kenneth Raw
Decorated parts of burial cabinets and methods of providing them
1480756 Burlington Slate Ltd
Slate dressing machine
1481102 Hugo Roland Di Palma
Watering installations

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

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ISBN 92 2 101895 4
Sheet metal occupations. (No. 4)
ISBN 92 2 101892 X

Further guides are in preparation.

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WEMBLEY AUCTION SALES 1978

9 May 1978

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Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

British Steel: problems and prospects

A bill which received its first Commons reading on 26 April proposes the lifting of British Steel Corporation's borrowing limit from £4,000 million to £5,500 million. This was foreshadowed in the white paper 'British Steel Corporation: the road to viability' – Cmnd 7149 *(Trade and Industry,* 31 March, page 688). The corporation's operational and commercial position is reviewed in 'Prospect for Steel', a booklet published by the corporation on 27 April. It looks ahead to the medium term prospects in a period of difficulty for the steel industry worldwide. The main points of the booklet are published below.

The British Steel Corporation currently sells steel and related products throughout the world worth £3,000 million a year. This output plays a central role in the British economy, supporting other manufacturing industries in their efforts to sell both at home and abroad, and contributing over £600 million in direct exports. The corporation's fixed assets, at replacement values, approach £10,000 million, and the cost of replacement and modernisation of these assets, which is essential if the business is to be preserved, alone amounts to some £350-450 million a year.

Since the publication of the 'Ten year development strategy' in February 1973 (Cmnd 5226) the energy crisis has brought with it economic recession and a reduction in the expected demand for steel in the UK. Total steel deliveries in the UK in 1977 were the lowest since 1963. Profitable opportunities in export markets have also not been as great as they were expected to be.

The corporation's policies are all now aimed at achieving viability. The current level of losses is not compatible with the survival of the business in its present form. Great efforts are being made to establish a sound base of operations at a level of costs which matches likely competition in the market. The corporation's fixed costs will be reduced by closures, productivity agreements and other cost-cutting measures. The corporation recognises the equal need for constantly improving performance in production, quality and customer service, and it will be devoting the maximum possible effort to these ends.

The corporation's view of prospects over the next five years is based on the belief that GDP is likely to grow on average at its historical trend rate of about 2½ per cent a year. Demand for consumers' goods is expected to improve and manufacturing investment is forecast to rise, but the corporation believes that both may well be met by imports to a greater extent than in the past. Following the completion of current investments, the corporation will have sufficient capacity to meet any foreseeable improvement in the UK economy.

Sales

The corporation's sales levels depend heavily on the demand for steel in the UK. Some recovery of steel demand is expected in 1978-79, but the pattern thereafter will depend on the performance of the economy as a whole. The underlying trend for steel demand is expected to follow a very modest upward path, rising at perhaps 1-1½ per cent a year, but this will be overshadowed in any one year by the significant cyclical movements that will be experienced.

The corporation's share of the UK market reached a peak of 70 per cent in 1970-71, but then declined every year until 1976-77, to a level of around 55 per cent. The UK private steelmakers have achieved a marginal increase in share to a little over 25 per cent, but the gains have gone primarily to imports, which now have close to 20 per cent of the market. During the last three years, the share of imports in the UK market has been contained, and exports have been increased to just over 3 million tonnes.

Capital expenditure

Since the development strategy was approved the corporation has invested in projects which will improve its profitability in the years immediately ahead – by improving the utilisation of materials and energy, giving the potential for greater output per man, and substantially expanding its productive capacity in certain finished products.

As indicated in the recent white paper the government was prepared to approve the corporation's new investment programme subject to annual review. It would require capital expenditure of £500 million at outturn prices in 1978-79 and a similar amount for 1979-80. The new programme includes the following approved schemes on which the corporation will spend £10 million or more in the next two years:

£m

	Latest indicated cost (outturn)	Projected expenditure in 1978-79 and 1979-80 (outturn)
Redcar, phase IIB	230	38 [1]
South Teesside, associated schemes	114	24 [1]
Ravenscraig, stage III	230	62
iron desulphurisation	13	13 [1]
Hunterston, ore terminal	98	12 [1]
direct reduction plant	65	13 [1]
Port Talbot, coke ovens	73	30
pickle line	25	16
other schemes	99	22
Tinplate, five-stand mill enhancements (Ebbw Vale, Trostre, Velindre)	11	10 [1]
Sheffield, stainless steel complex	114	15 [1]
Rotherham (Templeborough), continuous billet casting	27	15
Corby, small welded tubemaking	49	27
Teesside (Port Clarence), benzole plant	20	14 [1]
		311
38 other approved schemes over £2 million		110
Other approved schemes below £2 million		135
		556

[1] These projects will be completed within the next two years.

The continued cost of replacing existing plant as this becomes due amounts to between £350 million and £450 million a year at today's prices. Failure to maintain this level of expenditure on replacement and associated modernisation would inevitably lead to the decline of the effective capacity of the corporation to produce and deliver reliably.

Competitive cost levels

During the last year the corporation has taken a number of measures to adapt to the lower levels of output now required. These have included agreed plant closures at Clyde Iron, Hartlepool, East Moors and Ebbw Vale, but there have been many other areas where shifts have been reduced or facilities taken temporarily or permanently out of use, giving a current effective manned capacity of about 22 million tonnes. The proposed expansion at Port Talbot, the Teesside plate mill project, and the proposed construction of electric arc plants at Shelton, Hunterston and Ravenscraig are to be deferred until demand forecasts improve sufficiently to justify their construction. Since September 1977, manpower has fallen by over 9000, and closures already agreed entail reductions of a further 5000 over the next few months.

Overall the corporation's output per man compares unfavourably even with that in other European countries, and will have to increase substantially if the corporation is to be viable as well as to give any prospect of improved real earnings for its employees. To match even the present levels in the German industry would require an improvement of about 50 per cent.

In order to achieve partnership between unions and management in the corporation, a comprehensive steel contract is currently being developed under the joint aegis of the corporation and the TUC steel committee. The proposed contract involves looking systematically at BSC's longer-term problems, and especially its fragmented structures for consultation and bargaining. It will also cover the performance of the corporation as reflected in absenteeism, discipline and other factors affected directly by employees.

Self-financing in the medium term

In seeking further borrowing, given a financial reconstruction and a reasonable national and international environment, the corporation is confident of its ability to return to viability in the longer term. But the corporation will be far from self-financing in the next five years, if a modern steel industry of something approaching the present size is to be maintained. The levels of capital expenditure now expected in the medium term will not provide for capacity expansion beyond what is already committed.

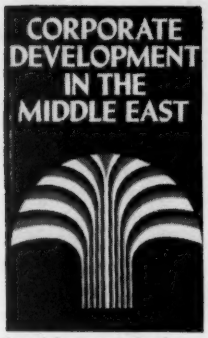
In individual years extreme figures must be expected, but on the basis of the existing financing arrangements the corporation would expect to generate about one-sixth of its requirements over the medium term as a whole, with the possibility of this proportion being as high as one-quarter.

During the next three years much will have been done to secure the future of the corporation as a viable, competitive business. The large borrowing which is required to finance it through this difficult period should be seen against the estimated £10,000 million replacement value of its fixed assets, and the importance to the country of retaining a business which makes possible a favourable trade balance in a commodity as central to the economy as steel.

A white paper 'British Steel Corporation' (Cmnd 7188, HMSO, price 35p) giving the government's reply to recommendations contained in the first, second and fifth reports from the Select Committee on Nationalised Industries, was published on 27 April.

New publications

Business practice in the Middle East



Increasing growth in trade and business in the Middle East has become something of a cliché with commentators on the current scene. Nevertheless, it is a statement of fact, and it is worth underlining that it is essential for the business executive to have some knowledge and understanding of the legal framework of current business practice in that part of the world. It was with this in mind that Oyez Legal Studies and Services Ltd organised a conference in London in April last year. The edited and up-dated proceedings of that event have now been published.

'Corporate Development in the Middle East' provides guidance on the intricacies of commercial practice to be found in the region ('Middle East' in this study is confined primarily to Iran, the United Arab Emirates and Saudi Arabia). Among the topics covered are: contractual law, taxation, banking and investment transactions, company formation and structure and employment conditions. Papers were delivered by speakers who have considerable practical legal experience in the field and it is particularly useful to have first-hand accounts of how the legislation actually operates.

In addition to these individual papers, the informative question-and-answer sessions of the conference have also been reproduced.

Corporate Development in the Middle East; edited by Robert M. Nelson. Oyez Publishing. 1978. vii, 217 pages; paperback £15.00 (ISBN 0 85120332 9).

A starting point on Africa

How many hospital beds are there in Zaire? What is the population growth rate in Sudan? Do we have any figures on South Africa's trade balance? Although there are other sources from which these questions could be answered, to resolve them from a single volume together with a host of background information makes 'The New African Yearbook' worth a second look. This is the first in what is hoped will be an annual series 'designed', in the words of the publishers, 'to be a constant standby at the fingertips of those who need day-to-day African information'.

Brief background is provided on the economy, the people, the geography, the history and political situation both for the continent as a whole and for 53 individual African nations. There is, in addition, a separate section on African organisations, both defunct and those still in operation. Details are also given on international bodies which have connections with the continent.

The yearbook is easy to use with countries arranged in alphabetical order. Considerable emphasis is placed on recent history, with chronological tables of major events. Statistics appear to be based primarily on IMF, United Nations and World Bank sources. Maps and illustrations are provided throughout the book. For quick reference this work may well serve as a useful starting point for further investigation, or to check a date or a specific point. It should be emphasised however that the compilers have only included what they consider to be the 'essential' points and anyone requiring more detailed information will obviously have to turn to other sources.

This is the first issue of this publication and the publishers will have an opportunity to improve on the format in the future. One point that would enhance its value would be the inclusion of an index. For those without access to a large business library, or with little to spend on reference books, this work is worth consideration.

New African Yearbook 1978; edited and compiled by Alan Rake. International Communications Ltd, 63 Long Acre, London WC2E 9JH. 1978. 258 pages. £14.00 (ISBN 0 90526802 4).

The Arab world in close-up

Over the past few years many books have been published on various aspects of the Arab world – its development, economy and the factors influencing this development. But it is not often that one comes across a scholarly work on the subject which should prove of interest to a much wider readership, written by a man, himself an Arab, who has had a great deal of personal experience in evolving development policy.

Yusif A Sayigh has written a two-volume work on the economic development of 12 major Arab countries in the Middle East. The author is economic adviser to the Arab fund for economic and social development and to the Organisation for Petroleum Exporting Countries, a background which puts him in a unique position to give an inside Arab viewpoint.

In the first volume, 'The Economies of the Arab World', he describes the economic development of 12 nations from Iraq to Morocco during the period since 1945. A large amount of detailed factual information is included – such as statistics which are not generally available elsewhere. The material is generally well-chosen and well-presented. Even readers not familiar with the region concerned should have, after having read a country chapter, a basic understanding of the structure and problems facing that economy concerned.

Although the author covers in his study many of the major countries in the Arab world, it seems a pity that he did not extend his criteria to include the Gulf states – an extremely important area commercially.

The companion volume, 'The Determinants of Arab Economic Development', looks at the consequences of development and assesses the future outlook for the area. This appears to be a far more academic work – perhaps at times too scholarly for the general reader. Of particular interest are the author's predictions for the future in the final chapter.

Together these two volumes can be widely recommended. In time they may well become standard works, essential reading on the subject.

The Economies of the Arab World: development since 1945, by Yusif A. Sayigh. Croom Helm. 1978. 726 pages. £35.00 (ISBN 0 85664474 9).

The Determinants of Arab Economic Development, Yusif A. Sayigh. Croom Helm. 1978. 181 pages. £12.95 (ISBN 0 85664469 2).

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

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Harrier – the world's first operational jet fighter powered by a single Pegasus vectored thrust turbo-fan.

British Aerospace has just celebrated its first anniversary. This article outlines the *activities of the Aircraft Group and its pros-*pects. Later in the year we shall be *cover ing the other part of* British Aerospace, the Dynamics Group.

British Aerospace: into the second year

*British Aerospace was established by the Air*craft and Shipbuilding Industries Act of 1977 *to form one of the most powerful aerospace* capabilities in the world, with a breadth of *expertise unsurpassed by any other single* company.

Formed from a merger of the aircraft, space and guided weapons interests of British Aircraft Corporation, Hawker Siddeley Aviation, Hawker Siddeley Dynamics and Scottish Aviation, British Aerospace has, a year after vesting day (29 April 1977), established itself as a major force in world aviation.

The new corporation is profitable. It has a current turnover of £800 million and an order *book which has swollen from £1,500 million a* year ago to £2,300 million today, of which 70 per cent is for export. British Aerospace em*ploys nearly 70 000 people at 25 sites and there* is hardly a country in the world today which *does not use, or is not served by, its products.*

Among the tasks required of BAC under the Saudi Arabian defence contract is classroom and on-the-job training of Royal Saudi Air Force *personnel. The picture was taken at the Tech*nical Studies Institute at Dhahran, where a 340-acre facility has been established for the training of ground crews and administrative personnel. BAC maintains a staff of about 200 *instructors.*

Initially, each of the four companies taken *into public ownership continued trading as* separate entities. An overriding objective of *British Aerospace from the outset was that the* business commitments and capabilities of *those companies should not be affected by* interim measures associated with planning the future structure of the corporation.

However, a new organisational structure for British Aerospace came into force on 1 January 1978. Comprising two groups – aircraft and dynamics – the corporation believes this *new organisation strikes the right balance* between decentralised management and the *need to ensure the execution of consistent* policies within British Aerospace.

Aircraft group

British Aerospace Aircraft Group, has been created by the re-organisation of the airframe interests of British Aircraft Corporation, Hawker Siddeley Aviation and Scottish Aviation. Its activities are conducted within six divisions, each of which is a separate profit centre having its own local board of management.

With its headquarters at Kingston, Surrey, the aircraft group has an unmatched range of advanced products in all major areas of aviation technology. It is a world leader in almost every form of aircraft development including V/STOL (Harrier), supersonic transport (Concorde) and swing-wings (Tornado).

Current output covers supersonic and subsonic transport and military aircraft, sophisticated defence support services for overseas countries and a range of by-products from the group's aerospace technology.

The group is also looking to the future with proposals for a new civil feederliner, developments of existing aircraft, design studies for new generation subsonic civil aircraft and for a military aircraft to meet the air staff target for a Jaguar/Harrier replacement.

Military aircraft

The Tornado multi-role combat aircraft, produced collaboratively with Messerschmitt-*Bolkow-Blohm of Germany and Aeritalia of* Italy, is the group's largest aircraft programme *with 809 aircraft required by the armed forces* of the partner countries. Of these, 150 aircraft *are now firmly contracted, including the first* three air defence variants for the RAF.

Flight development of Tornado is forging ahead with the flight test envelope extended to over 90 per cent complete with over 1700 hours flown. Major sales efforts are now being made in the world market, particularly in Australia and in Canada where Tornado is one of the major contenders for their new fighter aircraft *(NFA) programme.*

Another major technological leader is the *Harrier, the world's first operational fixed-*wing jet V/STOL fighter. This aircraft, now in *service with the RAF, United States Marine* Corps and Spanish Navy, can operate from *small air strips, roads or fields and is ideally* suited for close army support. A further 29 *Harriers are currently being built for the RAF* and to satisfy export demand.

Progress of the Sea Harrier variant has continued throughout 1977 and first flight is programmed for later this year, with 25 aircraft on order for the Royal Navy. New operating techniques developed for the Sea Harrier have involved trials at RAE Bedford using a ski-jump type ramp to enhance take-off performance from deck operation at sea. Acknowledged as the most important contribution to naval aviation since the angled flight deck, success of these trials has led the Royal Navy to authorise equipping its Invincible class anti-submarine cruisers with ramps for Sea Harrier operation in the 1980s.

Meanwhile, development continues in the United States on the advanced Harrier AV8B programme with McDonnell Douglas. A total of $80 million has so far been authorised for this programme and two prototypes will fly later this year. The US Marine Corps has a requirement for 350 AV8Bs.

The Hawk is the RAF's new generation jet trainer with an initial order for 175 aircraft currently being fulfilled. It is also a major export earner with two orders placed within the last six months by Finland and Indonesia. The Finnish order is worth around £128 million for 50 aircraft and equipment, while that from Indonesia, signed in April, involves eight aircraft in a contract valued at around £25 million. Export versions of the Hawk will carry up to 5000 lb of stores and have a radius of action in excess of 200 miles. Further contracts are confidently expected.

Developments are progressing on advanced versions of the Anglo/French Jaguar strike aircraft equipped with up-rated engines, air-to-air missiles, radar and air-to-sea missiles. Deliveries continue of Jaguar to the RAF, French Air Force and two overseas countries for export orders worth £107 million.

Nimrod is the world's first four-jet long range patrol and maritime reconnaissance aircraft and the first new integrated maritime weapon system to emerge for more than a decade. Modification work is now underway to convert RAF anti-submarine Nimrods to a mark 2 standard involving new radar, communications, data processing, avionics and computer systems.

In an important contract for the Aircraft Group's Manchester Division, work has now begun on the conversion of 11 Nimrods into the AEW (airborne early warning) role for the RAF for service from 1981-82 and a radar trials aircraft is engaged in a development flying programme.

The latest development of the HS 748 family of twin turbo-prop aircraft is the Coastguarder maritime patrol aircraft. This version, equipped with sophisticated surveillance radar and navigation systems made its first public appearance at the Paris air show in May 1977 and has also been engaged in a series of world-wide demonstration tours, attracting particular interest in South America and the Far East. The 748 is also available as a commercial or VIP transport and military freighter and in these various guises has continued to attract orders from diverse parts of the globe during the course of the year. Total sales of 748s is 321 aircraft to 69 operators in 43 countries.

British Aerospace also builds the fully aerobatic Bulldog 120, the most effective basic training aircraft available today. Orders continue to flow in for this tough little trainer and contracts were won in 1977 from Hong Kong and Nigeria, bringing the total number of Bulldogs on order to over 300 aircraft from nine countries.

Although no longer in production, the Buccaneer and Canberra aircraft continue to give outstanding service. Buccaneer, the first aircraft structually designed for high-speed, low-level strike and reconnaissance, flies with the RAF, Royal Navy and South African Air Force. Last year RAF Buccaneers gave convincing proof of their outstanding low-level strike capabilities when they penetrated simu-

Anglo/German/Italian swing-wing Tornado prototype 03 on a test flight from Warton aerodrome, Lancashire, carrying eight 1000 lb (454 kg) bombs and underwing stores.

The Hawk ground/attack trainer is the RAF's new generation jet trainer aircraft, powered by a Rolls-Royce/Turbomeca Adour engine. Export versions of the Hawk ordered by Finland and Indonesia will carry up to 5600 lb of stores and have a radius of action in excess of 200 miles.

Above: The BAC/Dassault-Breguet Jaguar International, which has secured export orders. It is fitted with the dash 26 Rolls-Royce/Turbomeca Adour turbofan which produces some 8000 lb (3630 kg) thrust with reheat.

Opposite page, top: Second of Cyprus Airways' two new BAC One-Eleven 500 series airliners. They each seat 104 passengers and fly on local and regional services, linking the island with important eastern Mediterranean destinations.

Opposite page, bottom: Some 400 HS125 business jets have been sold in 27 countries – over half in north America. New engines in the series 700 pictured increase the range by 50 per cent to 2660 miles, and enable the aircraft to meet all known future noise legislation.

Below: Concorde G-BOAC, the fourth production aircraft, leaves London's Heathrow airport on a scheduled flight. Since the world's first supersonic services began on 21 January 1976, Concorde's timesaving ability has attracted many thousands of passengers on the routes between Europe and the Middle East, South America and the United States.

lated eastern bloc fighter and missile defences in a 'Red Flag' exercise in the USA.

The Canberra first flew in 1949 and production ceased when 1376 had been built in the UK and under licence in the USA and Australia. Yet 29 years later, the aircraft is still a major export earner because refurbished aircraft, updated with the most modern avionics, are in constant demand by overseas air forces. Exports and royalty payments for Canberras have so far reached £131 million – and this figure is still rising.

Defence services

British Aerospace's two current major overseas defence support contracts are with Saudi Arabia and Oman. The Saudi contract, which today involves over 2000 expatriate employees in that country, initially provided for expenditure of more than £300 million, but a four-year extension for an additional £500 million – Britain's largest single export contract – was signed in September 1977.

British Aerospace is responsible for 10 major tasks related to training, procurement and supply on behalf of the Royal Saudi Air Force and through the introduction to the country gained by these contracts some 750 companies, the vast majority of them British, are now providing goods and services ranging from pens, desks and air-conditioning to aircraft spares and materials of all kinds.

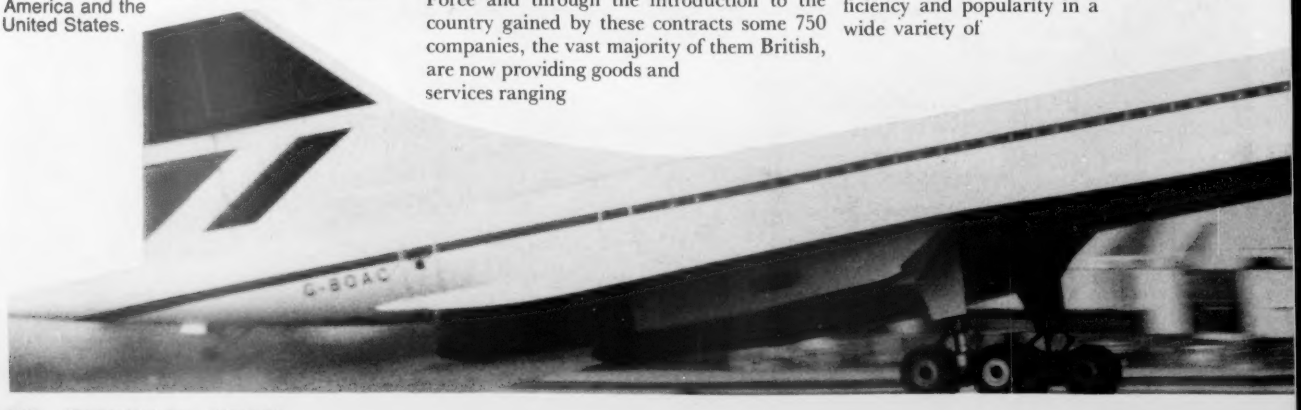
Work is also continuing on the Oman defence support contract and other similar contracts are being actively sought.

Civil aircraft

Built jointly with Aerospatiale of France, supersonic Concorde is the world's most advanced airliner, reducing flight times by half on key international routes of up to 4000 miles. In airline service with British Airways and Air France, Concorde has demonstrated tremendous passenger appeal, outstanding technical reliability and limited environmental impact.

Singapore Airlines has signed an agreement with British Airways to operate a joint Concorde service between Singapore and London and Braniff International has signed interchange agreements with both Air France and British Airways under which it will operate Concorde on six days a week between Dallas/Fort Worth Airport, Texas and Washington.

The One-Eleven family of twin-jet airliners continues to provide high standards of efficiency and popularity in a wide variety of



roles. To date 223 One-Elevens, worth around £383 million, have been chosen by 60 operators in 63 countries of the world. A protocol for the manufacture, in part or in whole, of the One-Eleven 475 version was signed with Romania in May 1977 and could involve up to 80 aircraft. Development also continues for a One-Eleven 670 designed to meet Japanese requirements and a One-Eleven 600. Both have aerodynamic refinements to the wing and are equipped with new silencer systems capable of bringing the aircraft within the latest international noise regulations.

British Aerospace Hatfield/Chester Division builds the HS 125 – one of the most successful executive jets in the world. The four-hundredth sale of this aircraft was recently announced with some 230 of these exported to north America. First flown in 1962, this versatile jet has been continually developed and the latest production variant, the series 700, powered by two Garrett AiResearch TFE731 fan engines, is significantly quieter in operation than earlier versions, has better fuel consumption and a 50 per cent increase in range.

Also built by Hatfield/Chester is the Trident airliner of which 117 have been sold for service in Europe, the Middle East and Far East. Eight Tridents were delivered last year to the Civil Aviation Administration of China as part of its order for 35 aircraft.

The A300B European Airbus which is now making a major impact in the world airline market is the only twin-engined wide-body, short/medium range transport available. British Aerospace is responsible for the design and production of the wings and provide an overall design consultancy for the entire aircraft. Firm orders for the Airbus now total 135 including an order received from Eastern Airlines in the USA for 23 aircraft. In service the Airbus has demonstrated outstanding reliability and passenger appeal.

British Aerospace is continually evaluating future civil aircraft programmes. Responsibility for funding the continued development of the HS 146 feederliner was transferred during 1977 from the government to the corporation and after further intensive study a recommendation has now been made to the government for project go-ahead to help to fulfil a market need of around 1400 feeder jet aircraft.

British Aerospace has also spent considerable time evaluating with European partners world airline requirements for a new generation of subsonic airliners for the mid-1980s. The possibility of United States participation also involved considerable activity. Decisions to be made on these projects will have a profound effect on the future development of the British and European aircraft industries.

Other products

The aircraft group also maintains a variety of sub-contract work and produces a range of by-products from its aerospace technology. Among important sub-contracts is the work currently undertaken on RB211 engine cowlings, the Short SD3-30, the Lockheed Hercules, the Victor tanker, RAF Phantoms and for the Canadian armed forces. Notable among the range of by-products is the automatic test equipment produced by the Weybridge/Bristol division.

New products

Batch counter devised for printing machines

A batch counter which has been developed for fitting to any printing press is announced by Timsons. Usages include pack work for zig-zag folding to mark any number of sheets up to 99 999; and sheet work in which the counter will indicate the batch through an attachment. The counter is fully adjustable and there is a hold switch to suspend the count during change of reels.

Exclusive use is made of solid state components in the counter; there are no moving parts except for the switches and setting controls. The main indicator is by light-emitting diode display. Wear is said to be further avoided because the counter is activated by a solid state switch, which totally cuts out wear in contrast to a mechanical micro-switch. Timsons says the machine can be fitted to any press – it measures 100 mm × 210 mm × 220 mm deep.

Further information: circle 606

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

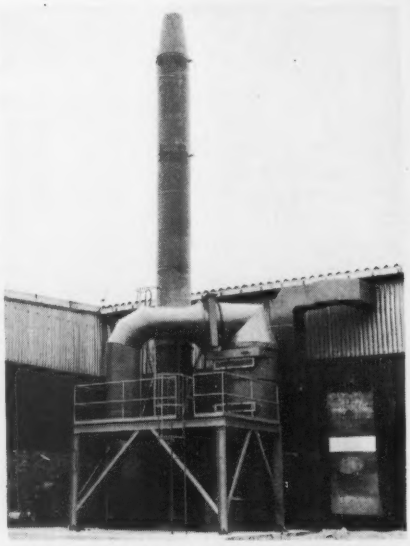
Sailboat drive is simple to install

A sailboat drive unit compatible with various marine diesels has been developed for fin and skeg keel sailing yachts and small workboats as an alternative to conventional stern gear. Offered by Enfield Industrial Engines Ltd as a complete package that includes saildrive leg and a glass-reinforced plastics mounting tray with moulded-in engine bearers, the drive is supplied ready to install without complicated lining-up of prop shaft and engine. Instead, once the engine bed has been cut to match the internal hull profile it is ready to accept the complete unit.

Because engine and drive form one unit, engine vibrations are absorbed much more than in a conventional stern tube arrangement, providing a smooth, quiet ride at all speeds. The drive is also claimed to permit better sailing performance because drag is lower than with a conventional propeller shaft installation.

Further information: circle 608

All plastics used for gas scrubbing unit



This all-purpose gas scrubbing unit in Pontypool is manufactured in pvc reinforced with glass fibre laminate.

A sophisticated 14 000 cfm gas scrubbing unit installed at the Pontyfelin works of Precision Forgings Ltd has been built entirely of plastics. Designed and fabricated by Electroloid Ltd, the unit removes oxides of nitrogen and other inorganic acid fumes emitted by plant used for etching turbine and compressor blades in titaniums, steels and nickel based alloys.

Polyvinylchloride and glass-reinforced plastics were used in the construction of the various parts of the system, including the double-packed scrubber itself, the fume stack and the integral ducting. The fan casing is made of pvc and the fan impeller from steel coated with rubber.

Of special interest, the fume stack was built to a height of 16 m in order to meet the requirements of the local alkali inspectorate and incorporates a test point 6 m above the ground to facilitate monitoring. It terminates in a high-velocity discharge which, while providing maxium high-level dissipation, limits velocity inside the stack to a sufficiently low level to avoid any danger of climbing film.

The pvc used in the construction of the unit was specified for its resistance to the highly corrosive fumes being cleaned. The grp reinforcement used in the scrubber and stack combines excellent structural strength with lightness in weight, the latter giving important savings in transport and installation. An acoustic box was built round the fan unit to reduce noise from the motor, the whole system being virtually silent-running.

Further information: circle 609

Monitor system for complete antenatal care

A new fetal monitor that gives maternity nursing staff their first all-in-one labour information system has been introduced by Sonicaid Ltd. Among the many features of the FM3R is a device that measures uterine activity over a 15-minute interval and assesses either the progress of normal labour or the control of induced labour using an automatic infusion system. Readout from the uterine activity module is displayed digitally on the main console, which also incorporates an oscilloscope for fetal electrocardiogram (ECG) waveform monitoring or for showing the fetal heart pulse by ultrasound. Current model also includes an ultrasound unit, a fetal ECG unit, a fetal heart rate unit and a contractions unit. Additions to the range will include an abdominal ECG, a phonocardiogram and telemetry modules. **Further information: circle 607**

Technology news

Scientific experiments invited for 1980s space missions

Proposals for experiments in space are being sought for future Spacelab missions. Department of Industry and the Science Research Council have written to universities, research bodies and other interested organisations to point out that the European Space Agency (ESA) is looking for experiments for its 1982-83 programme. Spacelab, now being developed in Europe, is a re-usable manned space laboratory to be carried to and from orbit by the United States' space shuttle for missions lasting between one and four weeks. First Spacelab mission which will test the Spacelab shuttle system is scheduled for the end of 1980.

Experiments which are thought to be most suitable for the Spacelab programme are in the fields of material sciences and space processing, life sciences, space technology, atmospheric sciences, earth observations and geodesy, astronomy and astrophysics. However, opportunites are likely to exist for other disciplines which could benefit from a very low gravity environment or from a low earth orbit during a seven to 16 days mission.

The cost of launching and other implementation costs of these Spacelab missions will be borne by the governments of the relevant ESA member states. Experimenters will be expected to find the funds for their own preparatory work and the cost of manufacture of the experiment, but of course they can apply for financial support through normal government and research council channels.

Co-ordinated proposals from more than one organisation will be considered. This will provide scope for universities or other research groups to co-operate with industrial organisations. Such collaboration would be in line with policy to encourage the transfer of technology from universities into industry.

The choice of experiments for Spacelab will be made by ESA together with member governments. The 1982-83 programme is expected to consist of four missions – two in the ESA programme and two in the German national programme. The United Kingdom has still to decide on its participation in these Spacelab missions. The interest shown by potential UK users will be one of the factors to be taken into account when a decision is made later this year.

Sequence dates and basic payload composition of the first four European missions are expected to be finalised by mid-October this year. Proposers will then be requested to submit further details. Depending upon the amount of integration work involved, experiment equipment will need to be delivered six to 12 months before each mission. Full details of the programme and information for applicants is contained in ESA's preliminary call for experiment proposals.

Requests for copies of this document and for further information should be addressed to Space (RTS 5) Branch, Department of Industry, Abell House, John Islip Street, London SW1P 4LN.

Proposed spacelab missions for 1982-83

Micro-gravity missions
These missions provide for micro or near zero-gravity environment.

☐ Material sciences and space processing. By isolating the effects of gravity, Spacelab will provide new opportunities for applied research on materials, which could lead to the processing in manned space laboratories, free of contact with containers, of ultra-pure metals, semiconductors and glass for use in electronics, laser technology and optical products. New composite materials having improved strength at high temperatures could also be produced, as well as perfect crystals for computers, communications and other electronic uses.

☐ Life sciences. The extremely stable, micro-gravity environment of Spacelab will be ideal for highly delicate separation methods used to isolate biological materials in order to obtain pure preparations of cells for transplantation, to prepare concentrated antibodies and to purify vaccines by eliminating contaminants that cause side-effects. The equilibrium adaptation process in the micro-gravity environment and ways to alleviate the problems of space-sickness will also be studied.

Earth-oriented mission
Priority on this mission will be given to atmospheric sciences, Earth observation and geodesy. In Earth observation, emphasis will be placed on experiments designed to develop methods of undertaking continuous, all-weather monitoring despite cloud cover. Experiments from other disciplines such as communications and navigation could also be included if compatible with mission constraints.

Deep-space-oriented mission
Preference on this mission will be given to astronomy and astrophysics but solar physics experiments could be included if compatible with mission constraints. The mission objectives will be kept as broad as possible to include infra-red, optical, soft X-ray, hard X-ray and gamma astronomy.

Risk of 'artic' roll-over examined by government laboratory

Articulated vehicles with high loads such as uniformly filled containers can roll over from a sideways acceleration of 0.2 g which could be induced by travelling at 15 mph through a curve of 65 foot radius says the Transport and Road Research Laboratory in its report no. 788. A semi-trailer, with its triangular base of wheels and coupling joint, is more easily overbalanced than a four-wheel rigid vehicle. Risk of roll-over is further increased by the clearance at the coupling permitting the trailer to roll more than the tractor – reducing the driver's opportunity to take corrective action. Only small design improvements can be suggested – the best preventive measure is for drivers to take bends more slowly, says the report.

Fracture laboratory will have industrial role

A new laboratory in Harwell's metallurgy division is to study the fracture behaviour of materials. It is being equipped with a comprehensive range of the latest testing machines to make it one of the most advanced laboratories of its kind in Europe.

These machines enable a wide range of mechanical properties of metals and alloys, composite materials and ceramics to be measured. The properties being studied include conventional tensile, compression and bend properties, fracture toughness and impact properties, fatigue and creep.

The laboratory was established to meet the needs of the nuclear programme by carrying out research on metallurgical problems in nuclear plant – an area of vital importance in the present safety climate. But it also plays an

important role in Harwell's industrial programme, particularly in carrying out research on the problems associated with the use of materials operating under onerous conditions in large plants. Already the laboratory is carrying out research of this sort for firms involved in the North Sea programme and towards solving problems arising in the design and construction of large chemical plant.

At present the laboratory is equipped with nine servo-hydraulic machines, all of which can be linked directly to a computer for control, data acquisition and display of results. Four more are on order; computerisation of all the equipment is in hand.

Dr Brian Eyre, who heads the laboratory, says that in 1978 Harwell hoped to be able to take on new work from industry. They were interested in hearing from firms looking for advanced research facilities to solve problems connected with materials for advanced plant – namely evaluating the properties and examining the safety of those materials. In addition Harwell could offer contract research and development for organisations seeking simulation tests, fracture mechanics research and the acquisition of quality assurance data.

The fracture laboratory is supported by a physical metallurgical laboratory equipped with a range of thermal treatment furnaces, optical microscopes and three advanced electron microscopes. It also has the full range of Harwell research facilities – in particular those of advanced instrumentation and analysis – at its disposal.

Further technical information about the laboratory can be obtained from: Dr B. L. Eyre, Metallurgy Division, Building 388, Harwell, Oxfordshire OX11 0RA, tel. Abingdon (0235) 24141 ext. 4628.

Reducing noise from machine tools: one-day course at Macclesfield

In the United Kingdom the Health and Safety at Work Act makes provision for the introduction of standards of acceptability for noise and, in order to remain acceptable to both home and export markets, quieter machine tools and metal-working processes will have to be developed. In view of the increasing interest in this subject shown by manufacturers and users of machine tools the Machine Tool Industry Research Association is to repeat on the 5 June at its Macclesfield headquarters its one-day course on technology to reduce noise from machine tools.

The purpose of this course, which is of a practical nature, is to enable machine tool designers and development engineers to gain first-hand experience in the analysis of machine tool noise and the choice of appropriate noise-reduction treatments for existing machines and new machines. A practical 'noise workshop' will be arranged to permit delegates to participate in experiments in noise analysis and control and the course will conclude with a round table 'brainstorming' session on all aspects of design for low noise.

Further information is available from Neil Percival, MTIRA, Hulley Road, Macclesfield, tel. Macclesfield 25421-3.

Wave power machine goes to sea

Speaking in Southampton after seeing the first sea-trials of the 'Cockerell raft', Alex Eadie, Parliamentary Under-Secretary of State for Energy, said on 19 April that the government was determined to give every encouragement to research and development work to explore the potential of renewable energy sources.

The raft is one of four wave power machines which, with financial support from the Department of Energy, is currently being tested. The device consists of a series of wave contouring rafts, with hydraulic motors/pumps between each raft, converting the energy of raft motion into high pressure in a fluid. It was developed by Sir Christopher Cockerell who, with Gifford and Partners and staff from British Hovercraft Corporation, formed a company, Wavepower Ltd, which is developing the rafts.

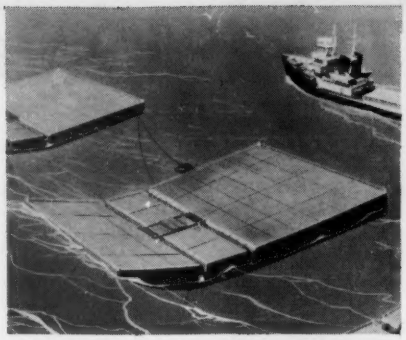
Trials of one-fiftieth-scale raft strings were conducted by British Hovercraft Corporation on behalf of Wavepower Ltd in test tanks on the Isle of Wight to enable experimental and theoretical understanding to be developed. The Solent trails are at one-tenth scale.

Surrounded as our island was by energetic waves, said Mr Eadie, wave power probably offered a greater potential for the United Kingdom than any other natural renewable energy source, provided that technical problems could be overcome. Wave power was a concentrated source of energy that could be harnessed in volume to the electricity grid. The experts now said that there was a good chance of solving the considerable technical and engineering problems involved in getting the power out of the water and into the grid system.

Experts had worked out that a 600-mile stretch of wave energy machines sited off the south-west coast of England and off the north-west of Scotland to capture the energy of the Atlantic waves could, in principle, provide about half of the UK's present electricity demand. The government was providing £2.5 million to support wave power research.

Other wave power devices being developed with financial support from the Department of Energy are the Salter duck, the Russell rectifier and the oscillating water column.

(Left to right) Sir Christopher Cockerell, Alex Eadie and Mr J. Platts on the Solent raft.



Artist's impression of the full size 50 m by 107 m raft.

Industry's views sought on computer research programme

A special programme of collaborative research in computing science and computer applications was proposed on 25 April by the Science Research Council (SRC) panel.

Under the chairmanship of Dr D. H. Roberts of Plessey Components Ltd, the panel proposed that the programme should start in three main areas – new applications, education and training and new technology. There is a strong connection between the three – each can encourage computing research in a variety of ways but in the panel's view a significant push in all three areas is necessary to achieve a tangible national benefit.

The panel is now seeking the reactions of universities and all sectors of industry, both manufacturers and potential users, on the proposals so that a firm programme can be prepared. It envisages an SRC contribution to the funding of a co-ordinated programme of about £5 million over the next few years, in addition to the council's current support.

Further information: circle 610

Lifts to be fitted with electronic control

Following a £⅓ million investment in test and production equipment, Otis Elevator Company is now putting complementary metal oxide semi-conductors to work in the control cabinets of its lifts. This is said to be the first time a major lift manufacturer has used this technology in lift control.

The main technical advantages resulting from the Otis control systems will be more reliability and easier maintenance. For the owner and user it should mean less calls for servicing and a reduction in on-site servicing time. Another feature is the elimination of electro-mechanical switching, resulting in more stable floor stopping accuracy.

Currently there are over 120 000 lifts in the UK still using electro-mechanical control relays.

Further information: circle 611

Parliament

Monday, 24 April

Competence of seafarers
David Price (Eastleigh) asked the Secretary of State for Trade what measures he was promoting within the European Economic Community, and within any other suitable international body of which the United Kingdom was a member, to ensure that the master, officers and crew of ships flying 'flags of convenience' were competent to fulfil their duties and were subject to appropriate surveillance as to their continuing competence.

Mr Clinton Davis replied that the Intergovernmental Maritime Consultative Organisation, of which the United Kingdom and other community countries were prominent members, was convening an international conference on training and certification of seafarers in London in June, at which it was hoped to agree upon an international convention setting minimum standards of competence of masters, officers and crews applicable to merchant ships of all flags.

Fining of seafarers
James Johnson (Kingston upon Hull West) asked whether the ancient practice of masters of merchant ships imposing fines on seafarers would be terminated.

Mr Clinton Davis said that this practice would end when the new disciplinary arrangements recommended in 1975 by the working group on discipline in the Merchant Navy were introduced. Provision for this was made in a Merchant Shipping Bill which was ready for introduction as soon as the parliamentary time-table permitted.

Trade with New Zealand
Sir Bernard Braine (South East Essex) asked the Secretary of State for Trade if he would make a statement on the current state of trade between the United Kingdom and New Zealand, as regards agricultural and industrial products respectively; and what estimate he had of future growth of the New Zealand market for British manufactured goods.

Mr Meacher replied that in the year ending December 1977 total UK exports to New Zealand amounted to £287 million fob of which 97 per cent were industrial products. UK imports from New Zealand were £383 million cif of which 96 per cent were agricultural products including wool. It was not possible to make a precise estimate of the future growth of New Zealand market for manufacturers.

Commonwealth complaints about EEC
Neil Marten (Banbury) asked which Commonwealth countries had had complaints about the adverse effects of the European Economic Community trading policies.

Mr Meacher said that a number of Commonwealth countries had made representations about particular aspects of the EEC's trading policies. Australia and New Zealand had recently made representations about the effects of certain aspects of the common agricultural policy.

Motor vehicle trade
Mr J. W. Rooker (Birmingham, Perry Barr) asked what were the import and export figures for motor vehicles to date for 1978.

Mr Meacher stated that in the period January to March 1978, 155 000 motor vehicles valued at £367 million fob were exported, and 218 000 valued at £491 million cif were imported.

Gold bullion shipments
Bryan Gould (Southampton, Test) asked the Secretary of State for Trade why it was no longer the practice to provide in the trade statistics the origin and destination of imports of gold bullion.

Mr Meacher said that gold bullion shipments were not included in the trade statistics. He understood that publication of the country analysis of gold bullion shipments, available from customs records, ceased during 1977 to safeguard supplies to the London market.

Anglo-Japanese trade
Peter Vigers (Gosport) asked the Secretary of State for Trade whether he was satisfied with the current trading arrangements between the United Kingdom and Japan.

Mr Dell said that he was not satisfied with the current level of Britain's trade with Japan. Our views were well known to the Japanese and he had no immediate plans to seek a meeting with Japanese ministers. The EEC commission expressed our views to the Japanese government last month and received a number of forecasts from the Japanese. There would be other meetings later to see whether these forecasts had been fulfilled.

Japanese duties on confectionery
Tom Arnold (Hazel Grove) asked the Secretary of State for Trade what representations he was making to the Japanese government about the level of import duties on United Kingdom confectionery and biscuits.

Mr Meacher replied that Britain and the EEC would continue to take every opportunity to impress on the Japanese government the importance of reducing these high tariffs as quickly as possible. He understood that the Japanese government proposed to extend its present MTN offer to include biscuits and chocolate, but not as yet confectionery.

Trade in crude oil
Edwin Wainwright (Dearne Valley) asked what was the total tonnage and value of imported crude oil into the United Kingdom during each of the past four years; and also the corresponding figures of exported crude oil in 1976 and 1977.

Mr Meacher gave the information that the quantity of crude oil imported in the years 1974 to 1977 in thousands tons was 111 454; 87 117; 87 219; and 69 133 respectively. The value of these imports cif in millions was £3,856; £3,461; £4,582 and £4,094 respectively. Exports in 1976 were 3344 thousand tons valued at £182 million fob, increasing in 1977 to 15 046 thousand tons valued at £916 million fob.

Chipboard imports
Dennis Canavan (West Stirlingshire) asked what percentage of the United Kingdom market for chipboard was supplied by imports.

Mr Meacher said that about two thirds of the UK market for wood chipboard was supplied by imports in 1977.

Trade with China
Hal Miller (Bromsgrove and Redditch) asked the Secretary of State for Trade if he would give the latest annual figures for the United Kingdom's trade in visibles and invisibles in both directions with China, and the comparable figures for Hong Kong's trade with the People's Republic.

Mr Meacher stated that in 1977 the United Kingdom's visible exports to and imports from the People's Republic of China amounted to US $180 million and $110 million respectively. The comparable figures for Hong Kong's exports and imports trade with the People's Republic of China were $40 million and $1,730 million. The information on invisibles was not available.

Trade missions to South Africa
Joan Lester (Eton and Slough) asked what advice was currently being given to the British Overseas Trade Board regarding financial support for trade missions to South Africa.

Mr Dell said that the British Overseas Trade Board's financial support for trade missions to South Africa was in line with the policy set out in the then Foreign and Commonwealth Secretary's statement of 4 December 1974 that the usual range of export services would remain available as for markets of equal commercial standing.

Soft tissue trade
David Young (Bolton East) asked the Secretary of State for Trade, what discussions he had had with the industry, and what action was proposed to safeguard British manufacturers of soft tissue to protect the British industry in Lancashire and elsewhere.

Mr Meacher replied that his department was advising the UK soft tissue industry on the presentation to the EEC commission of an anit-dumping application against soft toilet rolls from Spain. The commission was not yet satisfied that the level of import penetration justified a full investigation.

David Young (Bolton East) also asked what was the total imports of soft tissue paper from Spain for each quarter since 1 January 1977 to date as a proportion of the United Kingdom market.

Mr Meacher said that separate information about soft toilet tissue imports was available only from January 1978. Imports of all toilet paper from Spain in 1977 as a proportion of the UK market were as follows:

1977 — Per cent

1st quarter	2nd quarter	3rd quarter	4th quarter
—	0.1	0.3	1.1

Note: — represents nil or less than half the final digit shown.

Information about import penetration in the first quarter of 1978 is not yet available.

Common Fund
Frank Hooley (Sheffield, Heeley) asked if it was now the policy of the government to make a direct financial contribution to the initial capital of the Common Fund when this was set up.

Mr Dell said that producers and consumers in international commodity agreements must in the government's view be the prime source of finance contributed by governments to the fund. It remained to be established, in further international work, whether any element of direct financing could be compatible with this principle.

Insolvencies
Fred Silvester (Manchester, Withington) asked how many company insolvencies there had been since February 1974 to the latest available date.

Mr Clinton Davis said that there were 20 159 insolvencies in England and Wales between 1 April 1974 and the end of 1977.

Tourism development areas
John MacGregor (South Norfolk) asked the Secretary of State for Trade if he would introduce a new designation to tourism development areas for the purposes of allocating grants under section 4 of the Development of Tourism Act 1969.

Mr Meacher said that he received many suggestions for extending these areas but there would be considerable disadvantages in doing so until the government can make available more money to support wider coverage. Tourism – and particularly hotels – would benefit from recent budget measures.

Suppliers of minerals
Patrick Wall (Haltemprice) asked which countries were Great Britain's three major suppliers of each of the following minerals: platinum, chrome, manganese, gold, vanadium,

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

fluorspar, asbestos, titanium, industrial diamonds, and uranium; and what was the approximate annual cost of these imports.

Mr Meacher gave the following information:

(£'000 cif)

	Country of Consignment	Value
Mineral/Metal unwrought or wrought and articles thereof		
Chromium	**World**	**408**
	Japan	**175**
	USA	**100**
	Sweden	**72**
Maganese	**World**	**2 608**
	S. Africa	**1 371**
	USA	**489**
	France	**142**
Titanium	**World**	**8 545**
	USA	**4 493**
	Japan	**652**
	France	**575**
Vanadium	**World**	**187**
	Belg-Lux	**92**
	FRG	**53**
	USA	**38**
Platinum	**World**	**28 800** [4] [10]
	S. Africa	10 853
	USA	4 552
	Belg-Lux	2 193
Uranium	World [5]	6 192
Industrial Diamonds	World [5]	67 478
Asbestos	World	32 174 [6]
	Canada	20 884
	Swaziland	5 378
	S. Africa	3 832
Gold	World [5]	57 077 [9] [10]
Fluorspar	World	286 [11]
	Spain	*246*
	S. Africa	35
	France	4
Ores and concentrates		
Chromium	World	10 007
	S. Africa	5 343
	Philippines	*3 176*
	Mozambique	450
Manganese	World	16 630
	S. Africa	*9 056*
	Ghana	2 933
	Gabon	1 384
Titanium	World	17 070
	Australia	*13 456*
	Norway	1 523
	Taiwan	1 141
Vanadium	[2]	—
Platinum	[3]	—
Uranium	[5]	—
Industrial Diamonds	n.a.	
Asbestos	n.a.	
Gold	World	60
	Italy	*60*
Fluorspar	n.a.	
Ferro-alloys		
Chromium	[1]	—
Manganese	World	21 233
	[2]	—
Titanium	World	172
	USSR	117
	Italy	*16*
	USA	11
Vanadium	World	1 916
	Austria	*1 305*
	Norway	207
	Sweden	203
Platinum	*n.a.* [12]	
Uranium	[3]	—
Industrial Diamonds	n.a. [12]	
Asbestos	n.a. [12]	
Gold	n.a. [12]	
Fluorspar	n.a. [12]	
Oxides, hydroxides, salts, ash and residues, etc		
Chromium	World	640
	FRG	467
	USSR	121
	USA	29
Manganese	World	2 553
	Irish Republic	951
	Greece	844
	Japan	395
Titanium	World	2 152
	FRG	674
	Italy	669
	Czechoslovakia	215
Vanadium	World	2 376
	Finland	1 447
	FRG	446
	S. Africa	400
Platinum	[3]	—
Uranium	World	107 872
	France	82 406
	USA	25 027
	FRG	432
Industrial Diamonds	n.a. [12]	
Asbestos	n.a. [12]	
Gold	n.a. [12]	
Fluorspar	n.a. [12]	

[1] The value of imports in total and by individual countries are not available for publication. In 1977 77 213 tonnes of ferro-chromium alloys were imported into the UK of which 31 303, 23 730 and 5971 tonnes were consigned from South Africa, Sweden, and Norway respectively. [2] Details for the major suppliers are not available for publication [3] Imports of the metal in this form are not separately distinguished in the Overseas Trade Statistics. [4] Includes waste (including ash) and sweepings of other platinum group metals. [5] Details by individual country are not available for publication. [6] Details (in total and by individual country) are not available for publication. [7] Partial coverage only (compounds of uranium depleted in U-235 are not separately distinguished). [8] Excludes manufactured articles of asbestos. [9] Includes gold coin and platinum plated gold. [10] Excludes jewellery and other articles made from gold or platinum. [11] Excludes fluorspar containing not more than 97 per cent CaF_2 (calcium fluoride) which are not separately distinguished. [12] n.a. Not applicable.

EEC cosmetics directive

Sir Bernard Braine (South East Essex) asked the Secretary of State for Prices and Consumer Protection, whether, in the light of the difficulties likely to be caused to retail chemists by the proposed regulation to enforce the EEC cosmetics directive, he would arrange for longer transitional relief by postponing the date of implementation.

Mr Fraser replied that his department was currently considering representations made by trade associations, manufacturers and retailers concerning the dates on which the proposed cosmetics products regulations should come into operation for different sections of the trade. Full account was being taken of the difficulties which, it was said, would arise if the dates he had had in mind were adopted.

Hearing aid credit

Laurie Pavitt (Brent South) asked how many hearing aid firms had now received authorisation under section 49 of the Consumer Credit Act, or under the provisions governing canvassing off trade premises, to negotiate credit for the sale of hearing aids.

Mr Fraser stated that individual authorisations were not given under section 49 of the act. Section 23(3) empowered the Director General of Fair Trading to grant licences specifically authorising the canvassing off trade premises of debtor-creditor-supplier agreements and regulated consumer hire agreements. Information as to the number of licences covering canvassing issued to hearing aid firms was not available, as the director general's register relates only to credit or hire licence categories.

Private steel development

Teddy Taylor (Glasgow, Cathart) asked the Secretary of State of Industry if he would make a statement on those inquiries made to him on the carrying out of private steel development in the United Kingdom.

Mr Huckfield replied that as part of its sponsoring activities, his department held discussions with companies in the private sector of the steel industry on their investment plans and other matters of interest. We were also examining applications for assistance under the selective investment scheme and the product and process development scheme for a number of private sector steel projects. These projects were mainly intended to modernise and optimise existing installations or develop new processes.

British Aerospace collaboration

Kenneth Clarke (Rushcliffe) asked what part the government was playing in the decision that British Aerospace was taking between collaboration in the joint European transport project and collaboration with American manufacturers in future civil aircraft projects.

Mr Varley said that the government had repeatedly made it clear that it regards decisions on new civil aircraft projects as commercial, not political, matters. He was awaiting proposals from British Aerospace on possible collaborative projects. During his visit to Paris in February, he saw the French ministers then responsible for aerospace matters, the president of SNIAS and senior management of SNECMA. He had invited senior management of Boeing, Lockheed and McDonnell Douglas to visit London for discussions. He would undertake, as appropriate, further discussions with reference to possible European collaborative projects. He made it clear that all these discussions were for information and were not in any sense negotiations.

Grants outside assisted areas

Esmond Bulmer (Kidderminster) asked the Secretary of State for Industry whether he would list the grants that might be available to manufacturing companies outside the assisted areas.

Mr Cryer replied that the following schemes under section 8 of the Industry Act 1972 were currently available for support to projects outside assisted areas:

a Under the selective investment scheme interest relief grants might be negotiated in each case as the minimum necessary for projects greater than £0.5 million where an improvement in nature, scale or timing would result; and

b there were a range of percentage grants under industry schemes:

Sector	Grants for plant and equipment (%)	Grants for buildings (%)	Grants for product and process development (%)	Grants for restructuring	Grants for consultancy %
Redmeat slaughtering	15-20	15-20	—	Variable interest relief grant	50
Footwear	25	—	—	Variable interest relief grant	50
Non-ferrous foundry	25	15	—	Variable interest relief grant	50
Electronic components	up to 20[2]	up to 15[2]	up to 25	Variable interest relief grant	—
Instrumentation and automation	up to 20	up to 15	—	—	—
Paper and board [1]	25	15	25	—	—
Drop forging	25	20	—	—	50

Note:

[1] Additional waste paper storage facilities – grants at rate of 25%. [2] Associated with product development or restructuring: The product and process development scheme, administered under the Science and Technology Act 1975, made available grants of up to 25% for the development of new products and processes through to market exploitation.
Assistance other than grants were also available under these measures, and for individual projects which satisfied the requirements of section 8 (1) of the Industry Act 1972.

NEB investments

Michael Grylls (North West Surrey) asked for a list of the new investments made by the National Enterprise Board from 1 March to 21 April, including the cost of the shares or loans to the National Enterprise Board, the percentage of the equity held and the principal activities of each company acquired during that period.

Mr Huckfield answered that new investments made with the secretary of state's consent by the NEB from 10 March 1978 to 21 April 1978 had been as follows:

Company	Principal activities	No. and description of shares acquired in the period	Percentage now held by NEB	Cost (£'000)
Automation and Technical Services (Holdings) Ltd	Construction of telemetry systems	30 000 – £1 ordinary 100 000 – £1 preference	30.0 100.0	50 100
British Leyland Ltd	Vehicle manufacture	838 068 322 [1] – 50p ordinary	na	251 420[2]
Herbert Ltd	Production of machine tools	40 000 – 25p ordinary	100.0	10 000
United Medical Enterprises Ltd	Provision of medical services overseas	4 543 280 – £1 ordinary	70.0	5 774
Vicort of London Ltd	Manufacture of sports equipment	140 000 – £1 convertible redeemable preference	100.0	140

In addition, the NEB provided British Leyland Ltd with £275 million of interim finance on 22 March 1978, £251,420,497 of which was repaid on 21 April 1978.

[1] This represents the minimum subscription under the NEB's underwriting agreement for British Leyland's rights issue. [2] The shares are at present partly paid (at 30p): the balance (20p) will be payable in September.

British Leyland

James Scott-Hopkins (West Derbyshire) asked the Secretary of State for Industry what was the total amount of public money committed to British Leyland since 1975; and how much per employee of British Leyland this represented.

Mr Huckfield stated that the total amount of public money committed to British Leyland since the Ryder report in 1975 (including the £200 million equity funds advanced in 1975 and excluding small amounts of public funds committed under various schemes of assistance available to industry generally) was £800 million of which £625 million had been paid. On the basis of the total numbers employed by British Leyland at the end of 1977, the amount paid represented £3,212 per employee.

Tuesday, 25 April

Japanese investment in UK

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what steps he was taking to encourage increased Japanese investment in industrial projects in the United Kingdom.

Mr Williams replied that the government extended the same welcome to proposals by Japanese companies to invest in industrial projects in the United Kingdom as to similar proposals from other foreign companies. All the incentives and forms of assistance which were designed to encourage such investment were available to foreign and UK companies on an equal basis. He visited Japan at the beginning of April to correct any false impressions which might have been caused by Hitachi's decision last year to withdraw its proposal to establish a factory in the UK and to encourage Japanese investment further. He was considering following this up with another visit later this year. His department would hold seminars in Japan this autumn, as part of what is a continuous programme of promotion of the advantages of the UK as a base for manufacture for the European and wider markets.

Industrial development certificates

Kenneth Clarke (Rushcliffe) asked how many industrial development certificates issued in the east midlands in the last two years had contained conditions restricting the occupation of the new industrial premises to firms already occupying premises in the immediate locality; and what was the government's policy in respect of such conditions.

Mr Cryer said that in the two years 1976 and 1977, a total of 451 industrial development certificates were issued in the east midlands region, of which about 25 involved conditions about the origins of the occupiers of the new premises. Industrial development certificates for new industrial premises outside the assisted areas, whose occupiers were not known at the time that the certificate is sought, were normally only granted to local authorities for re-housing local firms, to new and expanding towns, for the replacement of empty obsolete factories in urban areas, and, more recently, within the partnership areas of London and Birmingham. Such certificates had a condition attached to them, which limited the origins of firms occupying the new premises, in order that the object of the development would be fulfilled and that the premises would not be used for projects which might be suitable for the assisted areas.

EEC and regional policies

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry whether the government supported the policy of the European commission that an increased effort is required to co-ordinate national regional policies with the aim of ensuring that regional aids go increasingly to the areas which need them most.

Mr Cryer answered that while the department was co-operating with the commission on the co-ordination of regional policy and was participating in the relevant discussions, it was accepted by the community that member states had the best knowledge of all the significant facts required to assess the needs of their own regions.

Investment in Herbert Ltd

Michael Grylls (North West Surrey) asked how much money had been invested, either by loan or by capital, in Herbert Ltd; and how much money had been provided to this company under the machine tool industry scheme.

Mr Huckfield said that the NEB had provided the company with £5.906 million in loans and £36.196 million in equity. Assistance provided to companies under the machine tool industry scheme was commercially confidential.

Future of HS 146

Patrick Wall (Haltemprice) asked about the future of the HS 146 and whether international co-operation may be available for the completion of this aircraft.

Mr Huckfield replied that the government was considering as a matter of urgency the recommendation of the British Aerospace board to proceed with the HS 146. British Aerospace was discussing with overseas manufacturers the possibility of collaboration on airframe work.

Price code

Walter Johnson (Derby, South) asked the Secretary of State for Prices and Consumer Protection when he expected to introduce amending legislation to the safeguard clauses of the price code.

Mr Fraser said that the secretary of state intended to review statutory instruments made under the Counter-Inflation Act 1973 and the Price Commission Act 1977 before the end of July when the power to enforce a price code lapsed.

Firework restrictions

Janet Fookes (Plymouth, Drake) asked about the effectiveness of the voluntary code placing restrictions on the sale of fireworks.

Mr Fraser replied that fireworks manufacturers agreed to phase out the flyabout type of firework altogether, to reduce output of bangers to half of the 1975 output by 1977 and to box all fireworks except bangers, sparklers and large individual devices. He was satisfied that this agreement had been honoured in full. In fact the manufacturers had informed him that banger production in 1977 was reduced to one-quarter of the 1975 level. The agreement with retailers' associations was that fireworks would not generally be placed on sale more than three weeks before and a few days after 5 November. According to information received from the local authorities the great majority of retailers observed this agreement in October/November last year.

Wednesday, 26 April

Community imports

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Trade if he would seek to persuade the EEC members of the urgent need for improvements in the monitoring of community imports.

Mr Meacher replied that the department had constantly stressed the importance of effective monitoring on the commission, and they were at present considering how the system might be improved. Three systems would be set up – those of the commission, the UK textile industry and Whitehall. Similar systems would operate in each of the member states. The industry system was already operational; the commission system would be ready by the end of the month and the Whitehall system would be fully operational shortly afterwards. The UK had always provided the information required by the commission within the time limit and had impressed upon the commission and other member states the need for each country to put the greatest effort into the efficent operation of monitoring and surveillance.

Textiles

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Trade if he would press for community action as soon as a low cost country with which the United Kingdom does not yet have an agreement becomes an important supplier of textiles and clothing.

Mr Meacher said that the commission had undertaken to apply the same trigger criteria to imports from countries which had not concluded bilateral agreements as it did to imports from those which have.

Quotas

Kenneth Lomas (Huddersfield West) asked when the government would press for community action as soon as the EEC is entitled to ask for a quota on a product for which a country with whom the United Kingdom has an agreement becomes a significant supplier.

Mr Meacher answered that the action to be taken once imports of a particular product reached the trigger level would depend upon the sensitivity of the product concerned and the level of import penetration. For group I products subject to global ceilings, action would be taken automatically by the commission. In other cases it would be necessary to demonstrate that imports were causing damage.

Waste paper imports

John Ovenden (Gravesend) asked the Secretary of State for Trade what quantity and value of waste paper was imported into the United Kingdom in the last 12 months for which figures were available; and how these compared with the figures for the previous 12 months.

Mr Meacher gave the following information:

WASTE PAPER AND PAPER-BOARD IMPORTS

	April 1976-March 1977	April 1977-March 1978	% Change
Quantity (tonnes)	129 792	93 904	−28
Value (£'000 cif)	8 338	7 542	−9½

Source: Overseas Trade Statistics (SITC (Rev 1 & 2) subgroup 251.1).

Imported garments

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry in the light of the fact that the proportion of imported garments sold in the United Kingdom represented seven out of every 10 shirts, seven out of every 10 pairs of jeans, six out of every 10 men's jackets, and five out of every 10 blouses, if he was satisfied with this situation; and what action he intended to take.

Mr Cryer said that he was well aware of the large share of the UK market in shirts, jeans, jackets and blouses taken by imports from low-cost third country suppliers. It was because British import penetration in products such as these was so high compared to that in most other developed countries that the department took the lead in seeking a tougher MFA in the negotiations recently concluded. Major features of the new arrangements were the internal global import ceilings which covered all low-cost imports of highly sensitive products. These ceilings, which covered, amongst other products, shirts, jeans and blouses, were intended to keep the growth in imports broadly in line with the expected growth in consumption and thus to bring about a virtual stabilisation in penetration. The ceilings, and indeed the new arrangements generally, had been welcomed by British industries, as the recent textile debate in the House made clear. Nonetheless, the department would be watching closely to ensure that the new arrangements were effective in achieving a reduction in the rate of increase of imports of sensitive products from low-cost sources.

Textile industries

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry what action he was taking to assist textile industries and, in particular, woollen textiles in the United Kingdom.

Mr Cryer said that his department was operating two schemes of financial support under the 1972 Industry Act for the modernisation, re-equipment and restructuring of the wool textile industry. The first scheme, which was nearly completed, would involve government expenditure of about £16 million and will have resulted in total investment by the industry of about £70 million. The allocation of £5 million of government assistance under the second scheme was expected to be fully taken up by the industry. Both schemes were now closed for applications. There was also a scheme of assistance for firms in the clothing industry, to which £15 million had been allocated. Companies in the wool textile industry, and in the textile industry in general, were also eligible for every form of financial assistance which was available to industry generally.

Textile suppliers

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry if he would list the countries affected by the EEC and its main low cost textile suppliers: and if he was prepared to seek amendments to the list.

Mr Cryer said that the EEC now had bilateral MFA textile agreements with Argentina, Brazil, Colombia, Egypt, Guatemala, Hong Kong, India, Indonesia, Macao, Malaysia, Mexico, Pakistan, Peru, the Philippines, Romania, Singapore, South Korea, Sri Lanka, Thailand, Uruguay and Yugoslavia. In addition there have been negotiations with Hungary and Poland and negotiations are projected with Bangladesh, Haiti and Iran. There were analogous arrangements with six main Mediterra-

nean suppliers – Greece, Turkey, Spain, Portugal, Morocco and Tunisia whilst Taiwan was covered by unilateral measures. As part of the monitoring of the new arrangements the department would be keeping a close watch upon new sources of supply. Should any of these become significant suppliers of a range of sensitive products it would certainly press for bilateral arrangements similar to those he had listed.

Investment in Britain

Stan Crowther (Rotherham) asked the Secretary of State for Industry how many firm inquiries had been received as a result of overseas promotions sponsored by the Invest in Britain Bureau: to what areas of Great Britain they had been referred : and how many new jobs had been, or were expected to be, created as a result.

Mr Cryer said that since September 1977 the Invest in Britain Bureau had dealt with about 250 new inquiries from individual companies about projects which would create several thousand new jobs. Many of these projects were at an early stage of planning. It was seldom possible to identify an inquiry as having originated solely as a result of any one activity eg by the overseas posts of the Foreign and Commonwealth Office, the promotions sponsored by the Invest in Britain Bureau or other promotional agencies. The Invest in Britain Bureau co-ordinated inquiries addressed initially to any UK government agency. It was normal practice to refer them to all the assisted areas of the UK.

Scottish plastics industry

Gordon Wilson (Dundee East) asked what studies the tripartite National Economic Co-operation Development Plastics Steering Committee had made of the prospects for the plastics industry in Scotland.

Mr Cryer replied that the Plastic Steering Committee had recently been brought fully into the Industrial Strategy at sector working party level. The brief of the new plastics processing sector working party was primarily to consider national objectives; nevertheless the Department of Industry placed considerable emphasis on regional policy, and recently commissioned a report on the plastics processing industry in a particular region, namely south Wales. This was being discussed by the sector working party and it was hoped that it would lead to national policy recommendations which would have implications for Scotland also.

Hong Kong railway

A. P. Costain (Folkestone and Hythe) asked the Secretary of State for Industry how many cars had been ordered by the Hong Kong Mass Transit Railway Corporation from Metro-Cammell; and what this order represents in terms of money and employment.

Mr Cryer replied that a total of 210 cars had now been ordered by the Hong Kong Mass Transit Railway Corporation from Metro-Cammell. This order was worth £75 million and would help to preserve the employment of some 1000 people at Metro-Cammell and its sub-contractors.

Thursday, 27 April

Metrication

Timothy Smith (Ashfield) asked the Secretary of State for Prices and Consumer Protection why, if he is completely satisfied that there is general support for the change to metric units from imperial units amongst consumers and trade organisations, he had now found it necessary to write to more than a hundred organisations asking them whether they still wanted to go ahead with metrication.

Mr Fraser replied that he thought it right to do so because the opposition, having, in government, accepted the commitment to metrication, having welcomed statutory cut-off orders and having told the government that mandatory dates were required on a sector by sector basis, eventually decided to oppose the latest proposals in principle. In view of this change in the political background he considered that organisations should have the opportunity to confirm whether their previous views still applied. He regarded the views of those organisations as important because they had given serious consideration to the subject, which affected the lives and livelihoods of the members which they represented.

Architect's fees

A. J. Beith (Berwick upon Tweed) asked the Secretary of State for Prices and Consumer Protection when he expected to receive a report on the discussions between the Director General of Fair Trading and professional bodies on architects' fees.

Mr Fraser said that he understood that the director general expected to submit his report shortly, in accordance with the secretary of state's request to him in November 1977, when the Monopolies and Mergers Commission's report was published, that he should hold discussions with the professional bodies and report the outcome within six months.

Air charters

Neville Sandelson (Hillingdon, Hayes and Harlington) asked the Secretary of State for Trade what further negotiations he had had with the United States of America on charter air services.

Mr Dell said that as the result of further discussions in Washington, an exchange of notes took place on 25 April to amend the UK/US air services agreement signed in Bermuda on 23 July 1977 as regards charter air services. The revised agreement contained provision for cargo charters which provided increased opportunities for UK carriers in conditions of fair competition with US carriers.

World exports

Peter Walker (Worcester) asked what were the percentage shares in world exports in 1946, 1956, 1966, 1976 and 1977, or the most recent 12-month period for which figures are available, of the United Kingdom, the United States of America, West Germany, France, Italy, Japan, Sweden, and Denmark.

Mr Meacher gave the following information: 1948 was the first post-war and 1976 the latest year for which comprehensive information was available.

SHARES IN TOTAL WORLD EXPORTS OF GOODS %

	1948	1956	1966	1976
United Kingdom	11.5	8.9	7.2	4.7
United States	21.8	18.1	14.7	11.5
F.R. of Germany	1.4	7.6	10.0	10.5
France	3.7	4.6	5.3	5.7
Italy	1.9	2.1	3.9	3.7
Japan	0.4	2.4	4.8	6.8
Sweden	1.9	1.9	2.1	1.9
Denmark	1.0	1.1	1.2	0.9

Sources: UN statistical yearbook. UN monthly bulletin.

World exports of manufactured goods

Peter Walker (Worcester) asked what were the percentage shares in world exports of manufactured goods in 1946, 1956, 1966, 1976 and 1977, or the most recent 12-month period for which figures are available, of the United Kingdom, the United States of America, West Germany, France, Italy, Japan, Sweden, and Denmark.

Mr Meacher said that the conventional measure of a country's share of trade in manufactured goods was in terms of its share in exports of manufactures by the main manufacturing countries (MMCs). The following table was constructed on this basis. Reliable information was not available prior to 1955 and the 12-month period to September 1977 was the most recent for which we have the data. Precise information on shares in world exports of manufactures would be costly to assemble but over the period 1971-75 the MMCs amounted for around three-quarters and Denmark for rather less than 1 per cent of world exports of manufactured goods.

PERCENTAGE SHARE OF MAIN MANUFACTURING COUNTRIES EXPORTS OF MANUFACTURED GOODS

	1956	1966	1976	October 1976 to September 1977
United Kingdom	19.4	13.2	8.7	9.1
United States	25.2	20.2	17.2	16.2
F.R. of Germany	16.4	19.4	20.6	20.6
France	7.8	8.6	9.7	9.7
Italy	3.5	6.9	7.1	7.4
Japan	5.6	9.7	14.6	15.2
Sweden	2.7	3.3	3.3	3.1

Notes: The main manufacturing countries are taken as the United Kingdom, F.R. of Germany, Belgium/Luxembourg,France, Italy, Netherlands, Sweden, Switzerland, USA, Canada and Japan. Manufactured goods are defined as SITC (R) 5 to 8.
Sources: Monthly Review of External Trade Statistics Table C2 OECD. UN Monthly Bulletin.

Friday, 28 April

Pulp and paper prices

John Ovenden (Gravesend) asked the Secretary of State for Trade, what action he proposed to take in the EEC council of ministers in response to the recommendation of the paper and board sector working party concerning the need to maintain a reasonable ratio between the price of pulp and that of paper.

Mr Meacher said that the recommendations of the sector working party referred largely to a period before improvement in sterling's position in relation to the dollar and the nordic currencies. Sterling's currently more-favourable situation and a fall in world pulp prices had gone far to redress the balance. It was difficult to control the pulp/paper price ratio in the face of market forces and currency fluctuations, but the government would continue to seek to influence nordic and North American governments where that was justified.

Taiwan footwear

Mike Noble (Rossendale) asked whether the definition of footwear from Taiwan falling within the 7½ million quota, included footwear with uppers only, and which was not completed.

Mr Meacher answered that footwear with uppers only, and which was not completed, was not included in the quantitative restriction on Taiwan nor by the surveillance licensing. There were no imports in this category in 1977 while imports in the first quarter of 1978 amounted to 2088 pairs representing only 0.03 per cent of the quota level in finished footwear. He would continue to watch the level of these imports and imports of other parts.

Bread and milk prices

Robert Adley (Christchurch and Lymington): asked what was the relevant price of a small loaf of bread and a pint of milk in 1945, in 1950 and at the latest date.

Mr Fraser said that information available indicated the following average retail prices. Comparable information for a small loaf was not available and the prices given were for a standard loaf.

	Bread per 1½lb loaf	Milk per pint
1945	1.6p [1]	1.9p [1]
1950	2.3p	2.1p
1978 (March)	24.1p	12.5p

[1] Equivalent prices for these quantities.

Steel for offshore developments

Gordon Wilson (Dundee East) asked what share of tonnage of special and tubular steels, other than submarine pipelines, had been taken up by the British Steel Corporation in Scotland, England and Wales, respectively, in relation to the offshore oil and gas developments.

Mr Huckfield replied that in 1977 he understood the corporation supplied over 75 per cent of the tonnage of tubular steels (other than submarine pipelines) used in the UK area of the North Sea and had supplied over 85 per cent of the requirement for well casing tubes. BSC were also supplying more than 80 per cent of the high strength plate required for the three major platform contracts placed during the year. Detailed information in the form requested was not available, but the great bulk of both the tubes and the high strength plate was produced in Scotland.

NEB holdings

Kenneth Clarke (Rushcliffe) asked what was the policy of the government towards the sale by the National Enterprise Board of its holdings in companies that had become successful and profitable.

Mr Huckfield answered that it was a statutory function of the board to hold publicly-owned securities and to extend public ownership into profitable areas of manufacturing industry. The board under their guidelines are required to seek the secretary of state's approval to the disposal of voting shares.

European community news

Commission draws up enlargement guidelines

Guidelines drawn up by the European commission for coping with the enlargement of the EEC to include Greece, Spain and Portugal recommend a transitional period of membership for the three countries of not more than 10 years in which to adjust to EEC legislation and regulations.

In addition, the commission's recommendations include measures for more use of majority voting in the council of ministers where, at present, formal voting is rare; for one commissioner per country which would mean a reduction from the present two for Britain, Germany, France and Italy; and for a start to be made now on co-ordinating industrial policies in applicant countries to prevent their developing production of goods already in surplus, or in crisis, within the community. In return, the EEC might waive certain special protection measures before accession.

On agriculture, the commission's report says that enlargement will increase the number of people employed in agriculture by 55 per cent, the area under cultivation by 49 per cent, and production by 24 per cent. Mediterranean products such as olive oil, wine, fruit and vegetables would increase and therefore the commission proposes a cautious and selective approach to the agricultural integration of the applicant countries, as well as a revision of parts of the common agricultural policy to prevent structural surpluses in new sectors.

The guidelines have been submitted to the council, and were to be discussed by the EEC foreign ministers at their 2 May meeting.

With present financial policies, enlargement would result in a net annual transfer of £650 million of community funds to Greece, Spain and Portugal when they join the EEC.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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EEC agriculture ministers to meet again on price fixing

EEC agriculture ministers continued their consideration of agricultural prices for 1978-79 and related matters at the council held from 24 to 27 April, John Silkin, Minister of Agriculture, told the Commons in a written reply on 28 April. At the outset, he said, the chairman of the council had made compromise proposals which, however, failed to attract general support. The chairman and commissioner Gundelach had then spent two days in bilateral consultations with member countries. Late on 27 April the commission had put forward a working document containing amendments to its original proposals. The council had decided to adjourn until 8 May to allow time for study of the revised proposals and for further contacts, and to extend the 1977-78 marketing years for beef and milk until 21 May.

'The revised proposals will require careful study,' Mr Silkin said. 'They are said to add about one quarter of one per cent to the average price increase of 2 per cent in the commission's original proposals. They contain significant improvements to the original proposals for safeguarding the milk marketing boards, but would envisage a further decision by the council on future community arrangements of this kind in four years' time. The proposals fail to provide for any reduction in UK MCAs on pigmeat but make improved provision for the UK butter subsidy. They include new provisions on wine and Mediterranean issues.

'I said that in examining these new proposals the UK government would want to assess how far they dealt fairly with the particular problems of the UK and other member countries. Our main criterion would be how effectively they attacked the present structural surpluses that have resulted from excessive price levels, and how far they would avoid the creation of new ones,' Mr Silkin concluded.

Worker protection proposal submitted to council

Institutions aimed at strengthening worker protection in the event of the employer's insolvency are part of a proposal for a directive which has been submitted to the council by the commission. The proposal is also aimed at harmonising the various measures existing in member states.

The institutions would settle the debts of workers who are not paid because of their employers' insolvency. The organisation, financing and functioning of these institutions would be carried out by the member states, subject to a few rules laid down by the proposed directive.

It is thought that existing UK legislation already meets many of the directives requirements. For example, the rules include, among other things, protection of the workers' right to arrears of pay, holiday pay, and pension contributions, in much the same way as the insolvency provisions of the Employment Protection Act.

Israel/ECSC agreement now in force

On 1 May the ECSC agreement with Israel, which was signed in May 1975, formally came into force.

On the community's side its tariff provisions (a phasing out of customs duties on ECSC products originating in Israel) have already been effected. Israel will now phase out her duties on imports of the same goods from ECSC members. In addition, the other terms of the agreement will take effect for the first time. These include provisions relating to dumping and to safeguard measures which can be taken if imports should cause or threaten serious disturbance of the market in either Israel or any of the ECSC member states.

The text of the agreement was published in the *Official Journal* L165, 28 June 1975. A notice concerning its entry into force is to be found in the *Official Journal* L98, 11 April 1978.

Further information: Department of Trade, Commercial Relations and Exports Division 1, 1 Victoria Street, London SW1H OET, tel. 01-215 3472.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultual sectors in the EEC have been published in the *Official Journal of the European Communities.*

General. The *Official Journal* L100, 13 April 1978 contains the following corrigendum to council regulation (EEC) 2560/77 (published

in *Official Journal* L303, 28 November 1977) amending the nomenclature for certain agricultural products, various regulations concerning these products and the common customs tariff.

Page 2, article 3, subheading 23.07 B:
for: '. . . 07.02 A. . .', *read:* '. . . 17.02 A . . .'.
Page 7, article 10 (1), subheading 05.15 ex B:
for: '. . . tendons, and parings . . .', *read:* '. . . tendons, parings . . .'.

Fruit and vegetables. Regulation (EEC) 668/78 amending regulation (EEC) 2118/74 laying down detailed rules for the application of the system of reference prices for fruit and vegetables. (*Official Journal* L90, 5 April 1978).

Regulation (EEC) 765/78 discontinuing the protective measures applicable to the import of onions originating in Poland, introduced by regulation (EEC) 2869/77. (*Official Journal* L103, 15 April 1978).

Milk and milk products. Regulation (EEC) 723/78 concerning promotional publicity and market research measures within the community in respect of milk and milk products. (*Official Journal* L98, 11 April 1978).

Beef and veal. Regulation (EEC) 732/78 on detailed rules for the sale to the armed forces of member states of beef held by the intervention agencies and amending regulation (EEC) 1687/76 laying down common detailed rules for verifying the use and/or destination of products from intervention. (*Official Journal* L99, 12 April 1978).

Animal health. The *Official Journal* L105, 19 April 1978 contains the text of decision 78/367/EEC repealing decision 77/717/EEC concerning health protection measures in respect of the USSR.

Wine. Regulation (EEC) 793/78 amending for the third time regulation (EEC) 1608/76 laying down detailed rules for the description and presentation of wines and grape musts. (*Official Journal* L109, 22 April 1978).

The *Official Journal* L100, 13 April 1978 contains the following: corrigendum to council regulation (EEC) 1677/77 (published in *Official Journal* L187 of 27 July 1977) amending regulation (EEC) 816/70 laying down additional provisions for the common organisation of the market in wine.

Page 7, article 2 (article 5 (2)), first line:
for: '2. Short-term contracts may be entered into in . . .', *read:* '2. The conclusion of short-term contracts shall be permitted in . . .'.
Page 7, article 2 (article 5 (3)), second line:
for: '. . . short-term contracts may be entered into in . . .', *read:* '. . . the conclusion of short-term contracts may be permitted in . . .'.
Page 7, article 2 (article 5 (4)), first line:
for: '4. Long-term contracts may be entered into in . . .', *read:* '4. The conclusion of long-term contracts shall be permitted in . . .'.
Page 7, article 2 (article 5 (5)), first and second lines:
for: '. . . long-term contracts may by entered into in accordance with . . .', *read:* '. . . the conclusion of long-term contracts is permitted in accordance with . . .'

Corrigendum to commission regulation (EEC) 688/78 (published in *Official Journal* L93 of 7 April 1978) amending regulation (EEC) 1393/76 laying down detailed rules for the importation of products in the wine-growing sector originating in certain third countries.

Page 16, annex, the special rate for (d) the French franc and (e) the Irish pound and the pound sterling:
for: 0.139414 unit of account; 1.24895 unit of account; *read:* 0.136856 unit of account; 1.24691 unit of account.

Seeds and plants. The *Official Journal* L99, 12 April 1978 contains the texts of the following decisions:

Decision 78/347/EEC authorising the United Kingdom to restrict the marketing of seed of certain varieties of agricultural plant species.

Decision 78/348/EEC authorising France to restrict the marketing of seed of certain varieties of agricultural plant species.

Decision 78/349/EEC authorising the Federal Republic of Germany to restrict the marketing of seed of certain varieties of agricultural plant species.

The *Official Journal* C86, 10 April 1978 contains the text of the fourth complete edition of the common catalogue of varieties of vegetable species. Copies of *Official Journal* C86 may be obtained from HMSO, price £6.60 plus postage.

The *Official Journal* L100, 13 April 1978 contains the following corrigendum to commission decision 78/200/EEC (published in *Official Journal* L62 of 4 March 1978) authorising member states to permit temporarily the marketing of forestry reproductive material not complying with requirements of council directive 66/404/EEC.

Annex, page 29, column 'Picea abies Karst.', in the line 'DK':
'(alt. 500 m)' is deleted.
Annex, page 31, column 'Quercus sessilifiora Sal.', in the line 'DK':
for: '1 000'; *read:* '10 000'.

Harmonisation of legislation

Gas volume meters. The *Official Journal* L104, 18 April 1978 contains the text of directive 78/365/EEC adapting to technical progress for the second time directive 71/318/EEC on the approximation of the laws of the member states relating to gas volume meters.

Further information: Department of Energy, Gas Standards Branch, Government Buildings, Saffron Road, Wigston, Leicester LE8 ZUS, tel. Leicester 78 ext. 5354.

Imports from non-member states

The *Official Journal* L103, 15 April 1978, contains the text of the following decisions:

Decision 78/353/EEC authorising France not to apply community treatment to coats, raincoats and jackets for women, girls and infants, of wool, cotton or man-made textile fibres, falling within heading ex 61.02 of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/354/EEC authorising France not to apply community treatment to coats, raincoats and jackets for women, girls and infants, of wool, cotton or man-made textile fibres, falling within heading ex 61.02 of the common customs tariff, originating in Korea and in free circulation in the other member states.

The *Official Journal* L104, 18 April 1978, contains the text of the following decisions:

Decision 78/362/EEC authorising Belgium, Luxembourg, and the Netherlands not to apply community treatment to trousers for men, boys, women, girls and infants, of wool, cotton or man-made textile fibres, falling within heading ex 61.01 or subheading ex 61.02 B of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/363/EEC authorising Italy not to apply community treatment to new tyre cases and tubeless tyres, falling within heading ex 40.11 of the common customs tariff, originating in Japan and in free circulation in the other member states.

Decision 78/364/EEC authorising France not to apply community treatment to receivers, whether or not combined with a sound recorder or reproducer, falling within subheading ex 85.15 A III of the common customs tariff, originating in Japan and in free circulation in the other member states.

The *Official Journal* L105, 19 April 1978 contains the text of decision 78/366/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to parkas, anoraks, windcheaters and the like, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.01 or subheading ex 61.02 B of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

The *Official Journal* L106, 20 April 1978 contains the texts of the following decisions:

Decision 78/376/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to suits (including co-ordinate suits) for men and boys, of wool, cotton or of man-made textile fibres, falling within heading ex 61.01 of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Decision 78/377/EEC authorising France not to apply community treatment to toys of wood and other (except motors and movement mechanisms for toys and working models used for recreational purposes and parts therof), falling within subheading 97.03 A or ex B of the common custom tariff, originating in Japan and in free circulation in the other member states.

Decision 78/378/EEC authorising France not to apply community treatment to men's and boys' woven overcoats, raincoats, cloaks and capes excepting coats of impregnated, coated, covered or laminated woven fabric falling within heading 59.08, 59.11 or 59.12, falling within heading ex 61.01 of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/379/EEC authorising France not to apply community treatment to men's and boys' woven breeches, shorts and trousers (including slacks), women's, girls' and infants' woven trousers and slacks, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.01 or subheading ex 61.02 B of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/380/EEC authorising France not to apply community treatment to tents, falling within heading 62.04 of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/381/EEC authorising France not to apply community treatment to women's, girls' and infants' (other than babies') woven and knitted or crocheted dresses, of wool, of cotton or of man-made textile fibres, falling within subheading ex 60.05 A II or ex 61.02 B of the common customs tariff, originating in Romania and in free circulation in the other member states.

EEC – your questions answered

This week, we are publishing a selection of questions put to the Department of Industry's EEC Information Unit during the past month.

The unit helps businessmen by answering general questions about EEC membership. Its prime responsibility is with those matters which are the concern of the Departments of Industry, Trade, Prices and Consumer Protection, but it is usually possible to direct an inquirer to sources of specialist advice in other government departments.

Contact the unit by ringing 01-215 4301 (six lines) or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Working in other community countries

I should like to work in another EEC country, preferably Germany, as I have a good knowledge of the language. What is the best way of finding a managerial post there?

Your local job centre or employment office can put you in touch with Professional and Executive Recruitment (PER) which provides a recruitment service for managerial, executive, professional, technical and scientific staff. They occasionally get requests from employers who need staff to work abroad and may know of something suitable for you. In addition they can forward an application on your behalf to the German Employment Service who will try to find you a post in Germany. The latter also publish a newspaper called *Markt und Chance* where you can advertise your qualifications and requirements free of charge under a reference number without giving your name.

You may also be able to get leads from your own professional organisation, if you belong to one, or by consulting Kelly's 'British Industry and Services in the Common Market' and making a direct approach to firms in your particular field.

There are a number of points you will need to consider before accepting a post abroad. 'Working in Europe' a leaflet containing useful information and check lists, is available from PER, job centres and employment offices.

EIB exchange loan scheme

I understand that there is a new government development area scheme enabling smaller companies to take advantage of funds available from the European Investment Bank (EIB). In what circumstances is this scheme applicable; and where does one apply for a loan?

This scheme, which was introduced on 1 January 1978 and will last for one year, guarantees private-sector borrowers against exchange losses arising from borrowings from the EIB. It is applicable to employment-creating investment projects in manufacturing industry in the special development and development areas and Northern Ireland. The EIB lends money in a mixture of foreign currencies, but the effect of this scheme is that companies have only a sterling commitment.

Under special arrangements agreed with the bank, companies may obtain loans from £2.6 million down to a minimum of £30,000 through the appropriate government department (see below) acting as the agents of the EIB. This facility enables small and medium-sized companies unable to meet the EIB's minimum size level for direct loans to obtain access to EIB finance. Under these arrangements the department both provides an exchange guarantee and where necessary a commercial guarantee of repayment to the bank.

The EIB lends up to 50 per cent of the fixed asset costs of sound investment projects which aid regional development up to its normal maximum of about £60 million. The loans are medium-term (usually 7 to 10 years) and are at attractive fixed rates of interest. Loans obtained under the agency arrangement referred to above are for a fixed period of 7 years at a fixed rate of interest of 7½ per cent per annum, plus 1 per cent per annum for exchange cover.

EIB loans are available in addition to other government assistance available to companies in the special development and development areas and Northern Ireland.

Companies wishing to borrow more than £2.6 million should approach the EIB direct at 2 Place de Metz, Boite Postale 2005, Luxembourg, tel. Luxembourg 435011, at the same time contacting the appropriate government department about exchange risk cover.

For loans between £30,000 and £2.6 million companies should contact:

□ England: Mr A. Rossiter, Department of Industry, Millbank Tower, Millbank, London SW10 4QU, tel. 01-211 3301; or the Regional Office of the Department of Industry covering the area in which the project is to be located.

□ Scotland: Scottish Economic Planning Department, Industrial Development Division, Alhambra House, 45 Waterloo Street, Glasgow G2 6AT, tel. 041-248 2855.

□ Wales: Mr Haydn Evans, Welsh Office, Industry Division, Block 2, Government Buildings, Gabalfa, Cardiff CF4 4YL, tel. Cardiff 62131, ext 399.

□ Northern Ireland: Mr J. T. Dunwoody, Northern Ireland Department of Commerce, Chichester House, Belfast BT1 4JX, tel. Belfast 34488, ext 443.

Sixth VAT directive

What is the purpose of the sixth directive on VAT and how is UK law affected?

This directive is designed to harmonise the basis of assessment of VAT so that a new system of community financing from its own resources can be brought into effect. Contributions from member states will be measured by the hypothetical yield of a prescribed rate of VAT applied to a harmonised VAT base instead of being related to gross national product. Member states will not be required to change their current rates of VAT but will remain free to adjust their rates either way according to national policies.

The directive required member states to implement its provisions not later than 1 January 1978, but only the United Kingdom and Belgium were able to meet this deadline. Discussions are continuing in Brussels on the position of those member states which failed to meet this requirement.

Under the new system the community will be able to levy up to 1 per cent of VAT on the agreed categories of goods and services. The percentage has not yet been agreed but the commission has proposed that it should be 0.77 per cent.

'Community rate'

Uniform assessment will be achieved by common rules applying the 'community rate' to the actual taxable amount at the last stage at which the tax applies ie the selling price less VAT for supplies of goods or services to a customer who is not registered (or entitled to be registered) for the tax.

These provisions will apply to all taxable supplies of goods and services by persons registered for the tax and to certain importations of goods. In general the United Kingdom's system of reliefs from VAT either by zero-rating or exemption remains unaffected. In addition the directive allows member states to continue to exempt from registration for the tax those traders whose taxable turnover exceeds the limit of 5000 European Units of Account (about £3,000) stated in the directive. The recent UK budget increased the limit to £10,000 a year.

Finance act

Changes to meet the requirements of the directive were made in last year's Finance Act and by Treasury orders which came into effect on 1 January 1978. Broadly speaking these changes throughout the whole field of VAT are comparatively minor with one or two exceptions. Probably the most significant change is in the field of exports of services where the old zero-rate group 9 has been replaced by a new group with entirely new rules governing eligibility to zero-rating for exports of services. In other groups in both the zero-rate and exemption schedules there are certain significant changes affecting limited fields.

Full details of the changes in UK law are given in a special supplement to Customs and Excise Notice No. 701, and in VAT News No. 13, both of which are available from local Customs and Excise offices, and which were sent last November or early in December to all traders registered at that time for the tax.

EEC information

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Overseas trade news

Agricultural machinery has good export record – Bishop

An export contribution of some £3.4 billion by the agriculture and food industries plays an important part in the efforts being made to improve the UK's balance of payments said Edward Bishop, Minister of State for Agriculture, Fisheries and Food, on 25 April.

Speaking to the annual lunch of the Agricultural Engineers' Association he said that one of the major contributors was the tractor industry with exports of some £461 million – £777 million if spares were included. 'I am sure our performance will continue to improve. Our own agriculture provides a sound base; its record of technical innovation and achievement is exemplary. Buyers abroad are bound to look with confidence on the offerings of an industry that has so excellent a record of productivity and has so compellingly demonstrated the know-how of its members, the effectiveness of its methods and the high quality of its technology'.

Departmental study

Mr Bishop said that the export record of the agricultural engineering industry as a whole remained good. But the fact that the machinery trade surplus had been declining because of the rising trend of imports, particularly of some of the more sophisticated equipment like harvesters, without a comparable rise in exports of tractors or other items could not be ignored. It was in the light of the trade situation and subsequently the recommendation of the agriculture Economic Development Council that the Department of Industry had initiated a study of that part of the industry – the machinery and equipment sector – where problems appeared to be emerging.

It was in these circumstances, he continued, that the government had sought to take action within its overall strategy. It was in the light of this strategy that the report of the Department of Industry study had been prepared and circulated widely for comment to the association and others in the industry and government. 'My own department will be submitting comments. No doubt your own association will also be doing so. I hope that, as a result, government and industry together will be able to find ways of improving both the valuable service which the agricultural machinery industry provides to our farmers and the contribution which the industry makes to the national economy'.

Over 200 British companies will boost exports to US during May

More than 200 British firms will take part in six exhibitions in the United States during May with the backing of the British Overseas Trade Board.

At the tenth annual Houston offshore technology conference and exhibition (8 to 11 May), Britain will again be the largest foreign exhibitor. The BOTB joint venture of 85 companies is sponsored by the Association of British Oceanic Industries. In addition, many firms will participate through their agents and others will exhibit on their holding companies' stands.

In Detroit, at the American Ceramic Society exposition (8 to 10 May), nine companies, supported by the board and sponsored by the British Ceramic Plant and Machinery Manufacturers Association, will display a range of equipment and supplies.

At the higly specialised national microfilm association annual convention exposition in Boston (9 to 12 May), six British firms will participate in a joint venture, which is representative of the British micrographics industry, and sponsored by the Business Equipment Trade Association. The firms will promote new products – including a reading and printing unit.

Among other items on display will be a random retrieval system, an overhead library camera, a fichette microfilm projection system, a monitor microfilm viewer, electrofax paper coating and high-precision optical components.

At the New York stationery show (21 to 24 May), there will be 25 companies in the joint venture sponsored by the British Stationery and Office Products Federation. They will show a selection of greeting cards, notelets, calendars, diaries, writing instruments, small travel accessories, gift stationery and wrapping paper.

There will be 11 British companies at the Institute of Electrical and Electronic Engineering 'Electro 78' exhibition in Boston (23 to 25 May). The group is sponsored by the Electronic Engineering Association. On the British stands there will be a newly-developed miniature tv set, electronic measurement equipment, linescan cameras, computer terminals, toroidal transformers, oscilloscope recording cameras, accessories and publications.

At the annual convention and exhibition of the American Booksellers Association in Atlanta (27 to 30 May), the board is supporting 54 companies – compared with 30 in 1977 – in association with the Book Development Council. Many well-known British publishers will participate this year.

Two trade missions, backed by the British Overseas Trade Board, will also be in the United States during May. The sponsors are the British Food Export Council and the Association of British Oceanic Industries.

Latest British hospital equipment for Hamburg fair

Thirteen British companies will be supported by the British Overseas Trade Board at the exhibition for hospital equipment and supplies (FAB) to be held this year in Hamburg from 30 May to 2 June. They will be taking part in a joint-venture group sponsored by the British Health-Care Export Council.

Among products featuring new developments to be displayed by British companies there will be an opening interruptor, a spirometer function analyser and titanium micro-surgical instruments. A range of orthopaedic implants manufactured in titanium alloy will also be on display.

Other exhibits to be shown will include a sterile dip slide coated with a bacteriological media for testing urinary tracts for infection, a portable incubator, hats and gowns for the operating theatre, a medical gas analyser, a multi-patient monitoring system, sterilisation papers, a variety of shaped support bandages and an oxygen attachment for the tracheotomised patient.

Audio-visual on the use of transport documents

An audio-visual package to provide guidance on the processing of two of the most important types of transport document – the bill of lading, and the recently introduced standard liner waybill has been produced by the Simplification of International Trade Procedures Board (Sitpro).

The audio-visual is intended for those who have a working knowledge of the parties in an international trade transaction, and the basic terms of contract.

The programme begins with a brief description of the functions of the bill of lading, its more important variants, and the procedures it represents. It then explains the bill of lading in more detail, by reference to its three most important characteristics: as evidence of a contract of carriage; as a receipt for specified goods; as a document representing goods and giving title to them.

The audio-visual explains a party's rights

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

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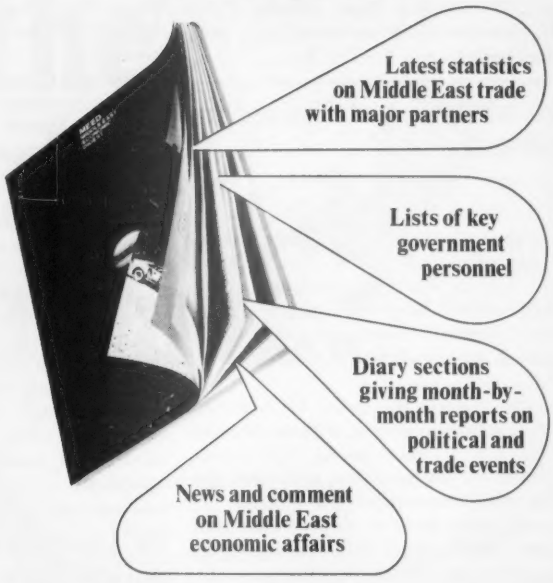
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The MEED Annual Review '77 is an essential work of reference for anyone doing business in the Middle East. It covers all Arab countries plus Afghanistan, Cyprus, Iran, Turkey and Ethiopia.

The Review is available at £5.00 per copy in UK and Europe, $10.00 in the rest of the world (includes postage by fastest route). Order your copy now from Dept Y8, MEED, 21 John Street, London WC1N 2BP, England. Please note that payment must accompany orders.

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YOU NEED MEED

and obligations, and considers relevant legislation and practice. The effects of the International Chamber of Commerce's uniform customs and practice for documentary credits are discussed, together with associated subjects such as the clausing of bills and the possessory lien.

The possible variations in the information requirements of the bill of lading are considered, for example the way in which a bill can be made negotiable, together with other important points affecting the completion of this document.

The final part of the presentation deals with the alternative to the bill of lading – the standard liner waybill – where a negotiable document is not required. This covers the same areas as the sections on bills of lading.

The audio-visual package is divided into four parts, so that it can be used either in a single unit as a full day's training, or in a series of shorter sessions. The kit contains an instructor's manual, two slide/tape programmes, additional slides to back-up the instruction sessions and four handouts. The package can easily incorporate subsequent changes.

The kit is available at £50 plus VAT from Sitpro, 11 Waterloo Place, London SW1Y 4AU. Demonstrations are available for prospective buyers.

British firms at Optica in Stuttgart

A joint venture of 17 companies at the International Trade Fair for Opticians – 'Optica' – held this year in Stuttgart from 29 April to 3 May – was sponsored by the London Chamber of Commerce and Industry, supported by the British Overseas Trade Board.

British products shown for the first time included ophthalmoscopes, retinoscopes with halogen 3.5 V illumination, trial lenses, drum-type eye-testing charts, occluders, eyeshields and a colour perception lantern.

Among other items on display there were low-vision aids, colour-vision testing equipment, trial clips, ophthalmic prescription surfacing and glazing machines, lenses toughened to light industrial standards for added safety, clipovers fitted with polarised CR 39 and acrylic lenses, machinery for the optical manufacturer, and a wide selection of spectacle cases ranging from simple slip-in types to some fashionable styles made in haute couture fabrics as well as fine hessians in pleasant colours.

The annual congress of the German Scientific Association of Ophthalmology and Optometry was held in conjunction with the fair.

Spanish minister encouraging on political and economic future

An encouraging outlook for both the political and economic scene in Spain was given by Mr Garcia Diez, Spanish Minister for Commerce and Tourism, when he spoke to a special seminar organised by the London Chamber of Commerce and Industry, with the support of the British Overseas Trade Board on 25 April.

The seminar was attended by Secretary of State for Trade, Edmund Dell, and leading British and Spanish industrialists, bankers and businessmen. The London chamber is due to take a mission to Spain later this month.

The seminar was one item in a crowded visit during which he met senior government ministers (see *Trade and Industry*, 28 April, page 194), members of the Spanish chamber of commerce and opened a new Spanish tourist office.

Mr Garcia Diez came to the UK at the invitation of Mr Dell and he was accompanied by key officials of the department of commerce – his chief of cabinet and the director general for commercial policy.

UK exhibition organisers open up in Singapore

International Trade Fairs has formed a new company in Singapore in partnership with Times Publishing which together with the Straits Times Group forms the Times organisation.

The new company, ITF Pte Ltd, will be based in Singapore's World Trade Centre and has been formed specifically to promote specialist international exhibitions to serve both the import and export needs of south-east Asia.

The first international exhibitions to be staged by the new company will be in July and August next year. They will cover timber and forestry products, followed by an environmental engineering show.

Exhibitions planned for 1980 include plastics and rubber; mining and machinery; aerospace (including airport equipment, avionics and light aircraft); ports, harbour and marine equipment; factory equipment, and food processing and packaging, including brewing equipment.

BCI to sponsor stand at police show

A British stand at the international chiefs of police conference will be sponsored by the British Overseas Trade Board and the Birmingham Chamber of Industry and Commerce. The exhibition will be held in New York from 7 to 12 October 1978.

The chamber says this offers an excellent opportunity for British companies, both large and small, to display the many different items of equipment and services related to law enforcement. BOTB support for this venture will considerably reduce the anticipated expense and administrative detail.

The exhibition is organised annually by the International Association of Chiefs of Police and the attendance by the principal US law enforcement executives, the police, the prison services, city and state federal agencies etc, is almost guaranteed because of the parallel conference.

The exhibition will take place in the New York Hilton Hotel and the products covered range from badges and insignia to weapons, alarm systems to training aids, and alcohol detection to storage-retrieval systems.

Last year over 7700 delegates registered and the interest shown so far indicates that this figure will be exceeded in 1978.

Further details concerning suitable product lines, costs, financial assistance etc, are available from Mr T. Cox, Birmingham Chamber of Industry and Commerce, 44 Calthorpe Road, Birmingham B15 1TH, tel. 021-455 9600.

QA winner leads Australasia mission

Peter MacKellar, sales and marketing director of Hugh Smith (Glasgow) Ltd – a winner of a 1978 Queen's Award for Export Achievement – is to lead a 20-man trade mission to New Zealand and Australia on 10 May.

The mission, which has been organised by the Scottish Council (Development and Industry), will last three weeks and is the council's fifth trade mission to Australia and New Zealand.

As with Hugh Smith (Glasgow) Ltd, most of the 19 companies represented on the mission already have trading links with this important export market. Britain's exports to Australia and New Zealand last year totalled £1,047.8 million – that is £119 million more than the UK's total exports to the Gulf states.

The Scottish council's trade mission programme is arranged in association with the British Overseas Trade Board. The council's programme of missions for the remainder of this year includes: the USSR, Korea, Egypt, the Gulf states, north America (Toronto), Israel and Czechoslovakia.

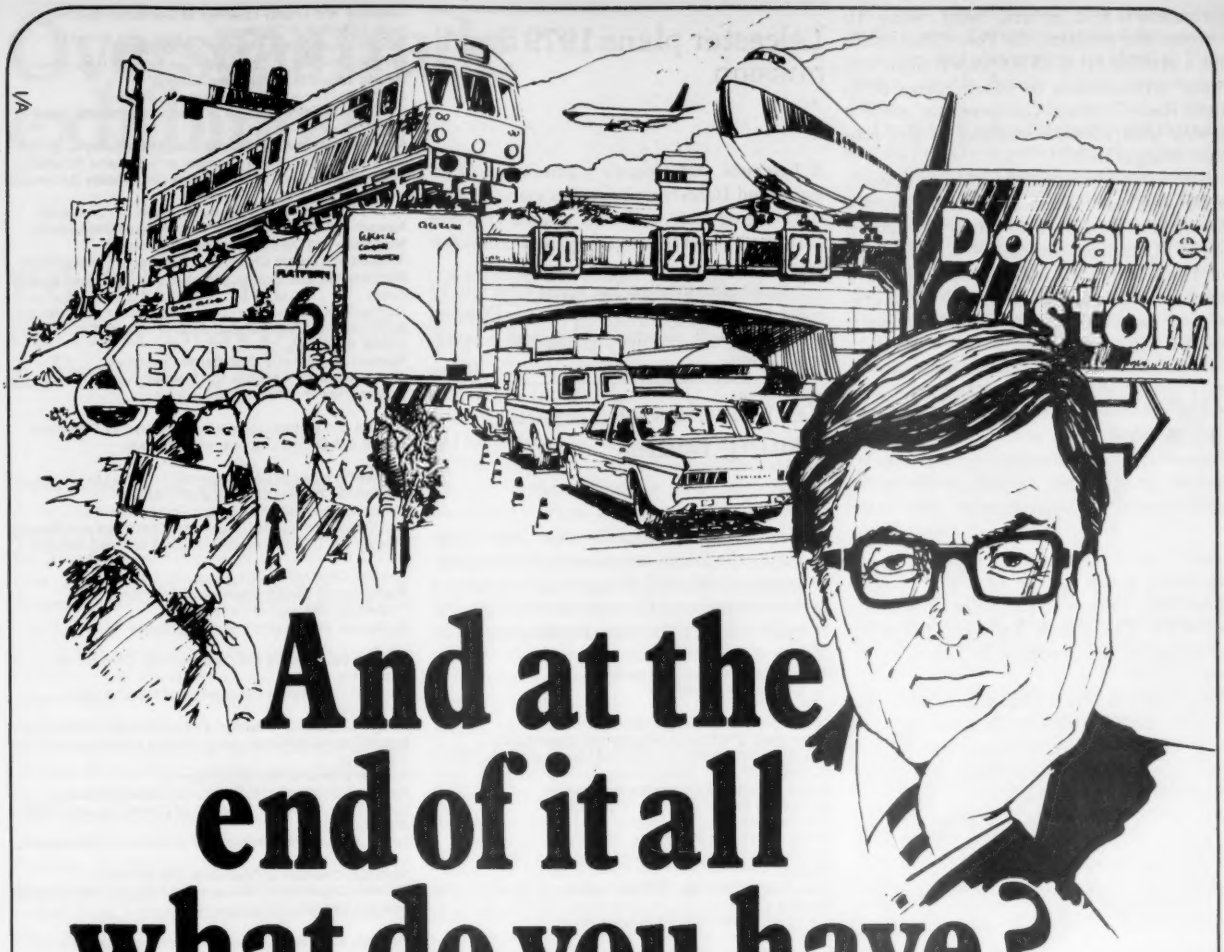
Make sure you get the right airmail postage

Overseas firms have been complaining to both the Department of Industry and the Post Office that important airmail letters posted to them by UK exporters have either been diverted to surface mail and/or surcharged on delivery.

The Post Office explains that it makes efforts to correct cases of underpayment on airmail letters. This is not, however, always possible and the items are thus dealt with in accordance with the acts of the Universal Postal Union.

Under these regulations, underpaid airmail letters on which more than 50 per cent of the postage due has been prepaid are forwarded by air and charged on delivery with the amount of the deficiency plus a surcharging fee; if less than 50 per cent of the postage due has been prepaid, the letters are diverted to the surface route and, if not fully pre-paid for transmission by that route, are surcharged as above.

It is likely that many of these cases of underpayment are due to ignorance of the correct postage rates, possibly because out-of-date



And at the end of it all what do you have?

Getting to a business appointment at the other end of the country or somewhere in Europe can be a tiring, frustrating and irritating hassle. And at the end of it all you have one or more top executives who have not only wasted valuable hours in transit but are also in a far from ideal condition to negotiate and take decisions vital to the company's future.

Time is money.

The alternative that more and more companies are adopting is the use of a corporate aircraft, and the choice of many is the Beechcraft Super King Air 200 C (Convertible) — a fine twin turbo-prop, fully pressurised aircraft with the facility of either 12 seater "comfortable commuter" or 6-8 seat "flying boardroom" configuration. This aircraft is well known for its ability to fly into small airfields as well as International terminals. It is economical to acquire and operate, and probably the finest aircraft in its class.

If you would like to get to your business destination in the shortest time, be able to work whilst travelling, and to step out of your aircraft just a short car journey from your appointment — you should talk to Neil Harrison at Eagle about the economics and practicality of applying one of today's most valuable business tools to your enterprise.

Eagle

Eagle Aircraft Services Ltd
Leavesden Airport
Watford Herts WD2 7BY
Telephone (09273) 79611 Telex 261502

You can save more than money with a Beechcraft "Super King Air" Beechcraft

information is held in firms' mail rooms. To overcome this problem, the Post Office maintains a mailing list of 25 000 export firms and similar organisations to which copies of its 'Postal Rates Overseas Compendium' are sent together with advance warning of any proposed changes to it.

Any business firm not already on this mailing list but who would like to receive this information should send their letterhead marked 'Compendium please' to: Overseas Post Division (PO4.3), Room 127, Freepost, Postal Headquarters Building, St Martin's-le-Grand, London EC1A 1HQ. (No stamp is necessary).

British aid for Bangladesh Railways . . .

Britain is providing about £29 million in aid programme grants for the supply of railway wagons and workshop equipment from this country for Bangladesh Railways, following the signing of an agreement in Dacca on 21 April.

An additional £1.7 million will be provided for materials and equipment for an accelerated railway maintenance programme and the cost of providing the salaries and other expenses of 10 rail experts from Britain.

Most of the £29 million will be used for the purchase of over 900 wagons from British firms over the next three years.

The project is the largest which Britain has supported in Bangladesh.

. . . and for Tanzania Railways

Britain is providing a £4 million programme aid grant to Tanzania to assist the country's railway network. The aid, to be spent on British goods and services, will be used to help maintain and re-equip Tanzania Railways following the break-up of East African Railways.

This is the second British aid grant for Tanzania Railways. The grant of £2 million which was provided last year has already been committed, and is expected to be disbursed by the end of 1978.

Sugar factory contract backed by ECGD

Tate and Lyle's contract to build a sugar refinery in the Philippines (see page 272) is being financed by a $22 million loan arranged by Antony Gibbs Holdings and backed by the Export Credits Guarantee Department. Antony Gibbs, acting on behalf of Barclays Bank International and Lloyds Bank International, has made the loan available to the Philippine Sugar Commission.

Leicester plans 1979 Saudi mission

A Leicester and County Chamber of Commerce and Industry mission has made such an encouraging visit to Saudi Arabia that the chamber is already arranging another mission for 1979.

The 10-man mission has spent from 4 to 18 April visiting Jeddah, Riyadh and Dharan, and, as a result, substantial business is under negotiation.

Certificates of origin: issuing bodies

The following organisations have been designated, by the UK government, for the purpose of issuing certificates of origin under article 11 of the International Convention relating to the Simplification of Customs Formalities 1923.

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley and District Chamber of Commerce
Birmingham Chamber of Industry and Commerce
Blackburn and District Incorporated Chamber of Industry and Commerce
Bolton Chamber of Commerce and Industry
Boston and District Chamber of Commerce
Bradford Chamber of Commerce
Bristol Chamber of Commerce, Industry and Shipping
Burnley and District Incorporated Chamber of Commerce and Industry
Burton upon Trent and District Chamber of Commerce and Industry
Bury and District Chamber of Commerce

Calderdale Chamber of Commerce and Industry (Bradford and Halifax)
Cambridge Chamber of Commerce
Cardiff Chamber of Commerce and Industry
Carlisle Chamber of Commerce
Central Scotland Chamber of Commerce (Falkirk)
Chester and North Wales Chamber of Trade
Chesterfield and District Chamber of Commerce
Colchester and District Chamber of Trade and Commerce
Coventry Chamber of Commerce and Industry (Incorporated)
Croydon Chamber of Commerce and Industry

Derby and Derbyshire Chamber of Commerce and Industry
Doncaster Chamber of Commerce (Incorporated)
Dorset Chamber of Commerce and Industry (Incorporated) (Bournemouth)
Dudley and District Chamber of Commerce (Incorporated)
Dundee and Tayside Chamber of Commerce and Industry

Edinburgh Chamber of Commerce and Manufactures
Exeter and District Chamber of Commerce and Trade

Federation of Sussex Industries and Chamber of Commerce (Brighton)

Glasgow Chamber of Commerce
Gloucester and County Chamber of Commerce
Goole Chamber of Commerce and Shipping (Incorporated)
Grantham Chamber of Commerce
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce and Manufactures
Grimsby and Immingham Chamber of Commerce and Shipping
Guernsey Chamber of Commerce (St Peter Port)

Hertfordshire Chamber of Commerce (Hatfield)
Hull Incorporated Chamber of Commerce and Shipping

Ipswich Chamber of Commerce and Shipping (Incorporated)
Isle of Man Chamber of Trade, Commerce and Industry (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce Incorporated (St Helier)

Kendal and District Incorporated Chamber of Commerce
Kidderminster and District Chamber of Commerce (Birmingham)
Kirkcaldy and District Chamber of Commerce
Kirklees and Wakefield Chamber of Commerce and Industry (Huddersfield and Wakefield)
Lancaster, Morecambe and District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce and Industry
Leicester and County Chamber of Commerce and Industry
Leith Chamber of Commerce
Lincoln Incorporated Chamber of Commerce
London Chamber of Commerce and Industry (and branch issuing offices at Crawley and Barking)
Lowestoft Incorporated Chamber of Commerce
Luton and District Chamber of Commerce (Incorporated)

Manchester Chamber of Commerce and Industry
Medway and Gillingham Chamber of Commerce (Chatham)
Merseyside Chamber of Commerce and Industry (Liverpool)

Neath, Briton Ferry and District Chamber of Commerce
Newark and District Chamber of Commerce and Industry
Newhaven and District Chamber of Commerce
Newport and Gwent Chamber of Commerce (Incorporated)
Northampton and County Chamber of Commerce (Incorporated)
Northern Ireland Chamber of Commerce and Industry (Belfast)
North Staffordshire Chamber of Commerce and Industry (Stoke-on-Trent)
Norwich Incorporated Chamber of Commerce
Nottinghamshire Chamber of Commerce and Industry (and county office at Sutton in Ashfield)

Oldham and District Incorporated Chamber of Commerce
Oxford and District Chamber of Commerce

Paisley Chamber of Commerce and Industry Ltd
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade and Commerce
Port Talbot Incorporated Chamber of Commerce and Shipping
Preston and District Chamber of Commerce and Industry

Reading Chamber of Commerce and Trade
Rochdale and District Chamber of Commerce
Rotherham Chamber of Commerce
Rugby and District Chamber of Commerce

Scunthorpe, Glanford and Gainsborough Chamber of Commerce
Sheffield Chamber of Commerce and Manufactures (Incorporated)
Slough and District Chamber of Commerce and Industry (and branch issuing offices at London Airport (Heathrow) and High Wycombe)
Southampton Chamber of Commerce
Southend Chamber of Trade, Commerce and Industry
South-East Hampshire Chamber of Commerce and Industry (Portsmouth)
South of Scotland Chamber of Commerce (Incorporated) (Hawick)
Stockport Chamber of Commerce and Industry
Swansea Chamber of Commerce and Shipping (Incorporated)
Swindon Chamber of Commerce

Teesside and District Chamber of Commerce and Industry
Telford Chamber of Industry and Commerce Ltd
Royal Tunbridge Wells Chamber of Trade
Tyne and Wear Chamber of Commerce and Industry (Newcastle upon Tyne)

Walsall Chamber of Commerce and Industry
Warrington Chamber of Commerce
City of Westminster Chamber of Commerce
Widnes Chamber of Commerce
Wigan and District Incorporated Chamber of Commerce
Wirral Chamber of Commerce
Wolverhampton Chamber of Commerce and Industry
Worcester Chamber of Commerce

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1679: Textiles from the Philippines – continuation of transitional arrangements

Notice to Importers 1674 (*Trade and Industry*, 14 April 1978) stated that on 1 May 1978 the Philippines would begin administration of the quotas established under the EEC/Philippines textile agreement.

The Philippine authorities have however now requested that the transitional period be extended to 30 June 1978, and the transitional arrangements set out in Notice to Importers 1649, *Trade and Industry*, 6 January 1978, will therefore continue to apply to goods shipped before 1 July 1978, up to a total of 65 per cent of each quota level.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

Overseas trade exhibitions

Exhibitors not carried away by Prêt-à-Porter 1978

From Helen Taylor, British embassy, Paris

A record number of 55 companies was sponsered by the Clothing Export Council of Great Britain in conjunction with the British Overseas Trade Board at the Salon du Prêt-à-Porter Féminin held in Paris from 8 to 12 April. Twenty other foreign countries also took part in this event which, despite growing competition from rival fairs, still takes pride of place both for exhibitors (who numbered 1181) and buyers (who totalled 71 781).

Garments combining the traditional British virtues of quality material and classic cut, always appreciated by Continental buyers, were much in evidence; a case in point was the stand of Feminella, a newcomer to the joint venture. A notable success was scored by Doran Lewis, which for the first time secured orders from French departmental stores for its Pamela Frances range.

Mulberry Company with an attractively designed stand displaying separates and accessories, also did well.

Seasoned exhibitors such as Gor-Ray found, too, that the years of patient attendance at this Salon paid off this season in terms of firm orders.

At the parallel Salon International des Industries de la Fourrure, Fantasia Furs, the single company sponsored by the Clothing Export Council, was also able to report to Lady Henderson a satisfying number of sales: Lady Henderson, with the British ambassador, Sir Nicholas Henderson, toured the exhibitions on 10 April.

All the more credit is due to these companies as the verdict on the exhibition in general was that business had been slow; however, British participants took the philosophical line that there is no short cut to success and they are determined to attend next season's exhibition in order to consolidate their position.

New equipment brings inquiries

From Helen Taylor, British embassy, Paris

Attendance at this year's Paris Salon International des Composants Electroniques, held from 3 to 8 April at the Porte de Versailles exhibition park, exceeded 80 000, an increase of nearly 10 per cent over last year's figure. Sixty foreign countries were represented at the exhibition – double the number for 1977. Once again, the United States provided the largest contingent (230 companies) followed by Germany (136 companies). Britain was third in the league with a total of 80 companies, 32 taking part in the joint venture sponsored by the Electronic Components Industry Federation (ECIF).

The British companies expressed great satisfaction at the amount of serious business brought to their stands by this year's record number of visitors. Internationally recognised companies, such as Marconi Instruments Ltd, exhibiting electronic testing equipment not previously shown, and Plessey Components Ltd, exhibiting semi-conductors incorporating new technology, received a substantial number of serious inquiries. PMD Chemicals Ltd actually sold the manufacturing equipment on display on its stand – a rare achievement – while MB Metals Ltd, a newcomer to the British joint venture, made contact with potential customers for its flexible printed circuits and connectors in many sectors of the market.

The British ambassador visited the exhibition on 5 April, and was conducted round the British stands by Mr J. C. Akerman, chairman of the ECIF and managing director of Mullard Ltd, one of the prominent British companies exhibiting outside the joint venture scheme.

The success of this year's event, which was unanimously considered to have been by far the best to date, reflects the growing importance of this fast-developing industry, as its applications are extended to new sectors of the market in an increasing number of countries throughout the world.

The next exhibition in Paris is expected to cover new ground, and break new records by a handsome margin.

UK largest exhibitor in shopfitting show

From G. Rogers, British consulate-general, Düsseldorf

Euroshop '78, held in Düsseldorf from 7 to 11 April, again showed that it is unrivalled in the world as a sales forum for shop fittings and equipment, window displays and commercial decor.

The fair was held in nine halls, covering 41 000 m² of space and there were 551 exhibitors of which 148 came from outside West Germany. A range of exhibition stand designs and systems was shown for the very first time and created much interest.

Great Britain was the largest foreign exhibitor with 38 firms, followed by Italy, France, Sweden and Canada.

During the five days, 56 000 trade visitors were counted – a 12 per cent increase over 1975 – of whom 36 per cent were foreign, mainly from European community and Efta countries, but also from as far afield as United States, South Africa, Latin America and Japan.

The British joint venture covered three halls and 32 firms took part under the sponsorship of the Shop and Display Equipment Association and the British Overseas Trade Board.

The stands were well designed and praised by both exhibitors and customers alike. The event was much larger than in 1975 at which only 18 British firms took part and 1972 when there were 22 firms.

About half of the British firms had exhibited in Düsseldorf before and were determined to take advantage of the experience previously gained by hard selling. The exhibits covered a wide range including shop fittings, display equipment, commercial decor materials, refrigeration, display mannequins, shelving, show cases, price marking machines and trade publications.

Good results

The joint-venture stands drew large numbers of potential customers throughout the fair, and all the British firms were very satisfied or delighted with the results achieved. In many cases, the firms found potential agents not only for West Germany, but also for other countries. All exhibitors agreed that the calibre of overseas customers was exceedingly high this time judging by the managing directors and their top executives visiting their stands. The firms were also able to establish that design, finish, styling, were in many cases equal or superior to those displayed by German and other foreign competitors. All received serious inquiries, including the six independent exhibitors, which are expected to lead to substantial orders in due course.

It was felt by all joint-venture participants that Euroshop had again proved its effectiveness as an entry into the West German and world markets. They intend to come again.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Overseas trade export successes

Sugar contracts sweet for TL

Several major international contracts, including a £16.3 million contract for the supply of a sugar refinery to the Philippines and a £2.9 million contract for supplying effluent treatment plant to six Venezuelan sugar factors, have been awarded to Tate and Lyle Engineering.

The Philippines plant – one of three being ordered by the Philippine Sugar Commission to meet the increasing local demand – will have a capacity of 550 tons of sugar a day and will be located near a new raw sugar factory at Bukidnon, in the centre of the Island of Mindanao.

The contract covers design, supply, installation and commissioning of all the necessary plant and equipment, and is scheduled for commissioning late 1979.

Finance is in the form of a dollar loan backed by the Export Credits Guarantee Department and a supplementary eurodollar loan arranged by Antony Gibbs Holdings.

The Venezuelan contract has been won by the effluent engineering division of Farrow Irrigation Ltd, a subsidiary of Tate and Lyle Engineering. Approximately half the £2.9 million contract price will cover the supply of UK plant, together with design and supervision services. The balance will cover local costs, including civil engineering, local fabrication, transport and installation.

The company believes that its presence at the all-British industrial exhibition in Caracas contributed to its winning this contract.

Further information: circle 612

Hot news on a cold contract

Contracts worth £6 million have been won by Cryoplants Ltd, north London, part of BOC Ltd, for the supply and installation of a 150 tonnes/day natural gas liquefaction plant, and the supply only of an associated air-separation unit producing 200 tonnes/day of liquid oxygen, nitrogen and argon. The orders were placed by Commonwealth Industrial Gases, and the plants will be sited at Dandenong, Australia.

This complex, Cryoplants says, will break new ground by being the first in the world in which the refrigeration for the air-separation plant will be supplied by a natural gas liquefier on-site. Total energy consumption will be considerably less than if the two operations had been conducted independently.

Further information: circle 614

Hong Kong buys UK coin-box telephones

Coin-box telephones worth approximately £200,000 have been ordered by the Hong Kong Telephone Company from GEC Telecommunications. The order covers various types in the 5200 series and was placed only after extensive evaluation tests had been carried out.

Most of the telephones supplied will be in the anti-vandal version, which has a heavy steel-plate case and handsets and cords specially designed to prevent pilfering and wilful damage. Others will be provided in a lightweight case suited to 'prestige' sites where high security is not required.

Further information: circle 615

Tower cranes for PDY . . .

Six self-erecting mobile tower cranes for the People's Democratic Republic of the Yemen have been ordered from the crane and mining division of Babcock and Wilcox. The order is valued at over £440,000.

The cranes are to be used in three factories, currently under construction in the Yemen, which will manufacture industrialised-building concrete components. The components will be used in housing development schemes plannd by the People's Democratic Republic of the Yemen.

The Babcock/BPR type BP85-30/35 cranes being supplied are electrically driven and have a maximum height under the hook of 30 m. A load of 2.85 tonnes can be handled at the maximum working radius of 30 m. A 70 kW diesel-electric generator and spares for two years' operation are being supplied with each crane.

Further information: circle 616

. . . and portal cranes for Iran

A contract to supply two 10-tonne travelling dockside portal cranes to Iran has been won by the Glasgow-based crane manufacturers, Butters Cranes.

The order, from Iranian Oil Services of London, is due for delivery to the port of Mahshahr in the autumn and the cranes will be used for loading and unloading general cargo for Iranian oil companies.

Further information: circle 617

Nine more Ruston engines for Iran

A consignment of six Ruston Gas Turbines' TB type engines and three TA type engines being loaded onto lorries before shipping by sea to Iran. The engines are for the National Iranian Oil Company and will be used to pump oil on the pipeline between Rey and Mashad on the USSR border. They will be installed on the 1000-mile stretch of pipeline linking the pumping stations at Semnan, Shahrud and Sabzevar. About 90 per cent of Ruston's engines are exported, and there are now over 230 in use in Iran.

Further information: circle 613

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Overseas trade country data

Australia

Hypodermic needles. The Australian Department of Industry and Commerce has received a request for temporary protection against the import into Australia of single use hypodermic needles falling withing tariff item 90.17.420.

Requests for temporary protection are initially considered by the department concerned and at a later date they may be referred to the Temporary Assistance Authority (TAA) for inquiry and report within 30 days of the date of reference. Any temporary protection that may be accorded goods of local manufacture on the recommendation of the TAA would be in the nature of a holding action pending government consideration of the long term protection of the local industry. Interested parties who wish to make their views known on this application for temporary assistance should send their comments to reach the Department of Industry and Commerce, Canberra, PO Box 80 ACT 2600 not later than 19 May.

Inquiries: CRE 01-215 5319.

Ref: CRE 897/78

Insulators. A notice in *Trade and Industry*, 13 January, reported that the Australian government had received a request for temporary protection against the import of insulators falling within tariff items 85.25.100 and 85.25.900. The government has now referred the matter to the Temporary Assistance Authority (TAA) for inquiry and report and for this purpose the TAA has arranged a public hearing in Canberra on 12 May commencing at 10.00 am. Firms and/or trade associations intending to submit evidence at the hearing are requested to inform the TAA by 8 May at PO Box 80, Canberra, ACT 2600.

Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4PW, tel. 01-930 2524, who will represent UK firms' interests if authorised. The association charges a fee for it services, the amount varying according to the work involved in the preparation of the submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319

Ref: CRE 247/78

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Global tariff quotas – textiles and clothing. A notice in *Trade and Industry*, 9 December 1977, reported the Australian government announcement on quota arrangements for textiles and clothing for the three year programme up to mid-1980. It was indicated that global quotas would be allocated on a half-yearly basis with a validity of 12 months.

The government has now announced percentage factors, as shown in the schedule below, which when applied to the moving base import performance established for various quota categories listed in *Trade and Industry* of 3 March 1978, indicate a minimum level of quota which will be issued for the quota period beginning 1 September 1978.

The moving base period for the establishment of import performance for the allocation of global tariff quotas for the categories listed in the attached schedule for quota periods commencing on 1 September 1979 and 1 March 1980 will be goods entered for home consumption in the calendar years 1977 and 1978. In addition to these categories the same moving base for knitted man-made fibre pile fabrics and for towelling will then be introduced to bring these categories into line with most other clothing and textile categories.

Factors	Per cent
Knitted coats, jumpers, cardigans and like garments	15.12
Knitted outerwear shirts for men, boys and infants	22.52
Knitted shirts and blouses for women or girls and woven shirts and blouses for women, girls and infants	16.09
Leather coats and jackets	21.00
Knitted or woven trousers and jeans for men, youths and boys	17.07
Knitted or woven suits for men, youths and boys	23.00
Woven coats for men, youths and boys	23.60
Knitted or woven shorts for men, youths and boys	20.50
Knitted tracksuits for adults (chest measurement 86 cm and above)	20.60
Woven sleepwear for women, girls and infants	18.24
Woven pyjamas and other woven sleepwear for men and boys	21.10
Garments made from PVC or unhardened rubber coated fabric	not yet available
Coats and jackets made from PVC film	32.00
Certain outergarments for women, girls and infants	19.90
Swimwear	14.80
Babies napkins	Nil
Knitted or woven dressing gowns, kimonos, bathgowns and the like	13.60
Knitted children's tracksuits, playsuits and rompersuits under 86 cm	18.70
Pilches	15.80
Woven coats for women, girls and infants	24.20
Knitted and woven dresses	20.35
Woven and knitted undergarment shirts for men and boys	
Woven outergarment shirts	
now to be known as	
Woven shirts and knitted undergarment shirts for men and boys	13.15
Woven man-made fibre fabrics	17.528
Knitted and crocheted man-made fibre fabrics	19.14
Terry towels	18.43
Knitted net fabrics	25.01
Sleeping bags (under $30 v.f.d. each)	22.69
Acrylic yarn	Nil
Polyamide and polyester yarns (other than carpet yarn)	13.73
Cotton sheeting	16.88
Bed linen	16.67
Knitted and woven curtains	20.24
Knitted pile fabrics	34.00
Towelling	34.00

Inquiries: OTAR 01-248 5757 468/469/401.

Ref: CRE 1459/77

Benin

State development plan 1977-79. A copy of the above plan has been received in Export Services and Promotions Division. The plan, which is in French, is available for inspection in the Statistics and Market Intelligence Library, Room D19, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 368/369) for a period of two weeks and will thereafter be made available for loan. Applications will be dealt with in strict order of receipt.

Brazil

Duty reduction on parts for haemodialyzing units. Customs policy council resolution, 3140, published in the *Diario Oficial* of 14 April 1978, reduced the import duty on parts for haemodialysing units for artificial kidneys, under tariff number 84.18.90.00 'ex', from 30 per cent to 5 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Silver nitrate. Customs policy council resolution, 3141, published in the *Diario Oficial* of 14 April, exempted a quota of 39 000 kg of silver nitrate of a purity of 99.999 per cent, intended solely for the production of radiographic films, under tariff number 28.49.03.32, from import duty for a period of 12 months, until 14 April 1979.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Industrial fatty alcohols. Customs policy council resolution, 143, published in the *Diario Oficial* of 14 April, reduced the import duty on industrial fatty alcohols, under tariff number 15.10.03.00, from 55 per cent to 37 per cent, for a period until 30 June 1979.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference prices on acids. Customs policy council resolution, 3136, published in the *Diario Oficial* of 30 March, established reference prices on the following acids as follows:

Tariff no.	Goods	Reference price
29.15.13.00	Fumaric acid	US$ 702.00 oer tonne cif
29.16.01.01	Citric acid	US$ 1 400.00 per tonne cif
29.16.07.01	Tartaric acid	US$ 1 320.00 per tonne cif

Inquiries: OTAR 01-248 5757 ext. 476/474.

Cayman Islands

Marine radio transmitters import ban. See *Trade and Industry*, 28 April, page 228. The item should read 'within the bands 1605 and 4000 kHz'.

Finland

Duty exemptions for certain textile raw materials. State council decision 199, of 10 March, adds to the customs tariff two new footnotes to CCCN 51.04 BII (fabrics of continuous man-made fibres, including woven fabrics of monofil or strip of heading no. 51.01 or 51.02; other than cord, or fabrics with a silk content of more than 10 per cent. The effects of this amendment, which came into force on 15 March, are to exempt from duty raw materials for the manufacture of dyed or otherwise worked fabric, and continous synthetic textile material for use as carpet backing in the Finnish carpet industry. The footnotes read as follows:

Footnote 4 to subheading 51.04 BII. Raw fabrics falling within this subheading, of a weight not exceeding 150 g/m² and containing 85 per cent or more by weight of continuous synthetic or regenerated textile material, unbleached and undyed which will be used by the industry for the manufacture of dyed or otherwise worked fabric, is duty free under the conditions stipulated by the state council. This exemption from duty is in force until the end of 1984.

Footnote 5 to subheading 51.04 BII. Fabrics falling within this subheading, of a weight not exceeding 150 g/m², and containing 85 per cent or more by weight of continuous synthetic textile material, unbleached and undyed, which will be used by the industry for carpet backings is duty free under the conditions stipulated by the state council. This exemption is in force until the end of 1984.

It is understood that duty will be payable initially on materials of this sort imported by agents, but will be refunded later on production of proof that the materials have gone to the appropriate manufacturing industry. On the other hand materials purchased direct from suppliers overseas by Finnish manufacturers will be allowed in duty free from the outset.

The types of material exempt from customs duty are specified in great detail and seven-digit classifications may be needed before the Finnish customs authorities could say whether particular materials were exempt from duty. British suppliers are therefore advised to check this point through their Finnish agent.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 460.

Control licensing of iron and steel imports. The Finnish Ministry of Trade and Industry announced on 28 February that 39 iron and steel products in the following tariff headings will, with effect from 10 March, be subject to surveillance licensing:

73.01, 73.08, 73.10, 73.11, 73.12, 73.13, 73.15

The importer will be responsible for obtaining licences, which will be required by customs before clearance. Application forms are obtainable from the Finnish Licence Board and can be stamped and returned to the importer within two days of submission. According to the ministry there is no intention of restricting imports; the purpose of the licensing is purely to monitor the growth of imports in certain product areas.

Inquiries: OTAR 01-248 5757 ext. 460.

France

Xanthan gum. An order of the Ministry of Agriculture, dated 21 March 1978, laying down specifications relative to the composition, purity and permitted use of xanthan gum in foodstuffs was published in the *Official Journal* of 5 April 1978.

Copies of the French text of the order can be obtained.

Inquiries: OTAR 01-248 5757 ext. 423.

Honduras

Agency legislation. The Honduran government has issued decree law, 549, published on 22 January 1978, which alters the legislation concerning agents and representatives of foreign companies. Copies of an unofficial translation of the decree law are available.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Israel

Amendments to the free imports order 1977. Further to *Trade and Industry* of 10 February 1978 the Israeli authorities have issued amendments to the 1st and 2nd schedules to the free imports order 1977. Certain goods falling under the following tariff numbers are affected:

03.02, 11.02, 12.02, 18.06, 19.06, 24.01, 25.23, 27.04, 27.05, 29.38, 29.39, 29.40, 29.42, 29.44, 30.01, 34.02, 34.05, 35.07, 36.03, 36.08, 38.19, 39.07, 48.10, 68.11, 71.08, 71.09, 71.10, 71.11, 73.15, 73.23, 73.24, 73.36, 73.37, 73.38, 74.08, 82.05, 84.10, 84.11, 84.17, 84.22, 84.36, 84.37, 84.61, 85.01, 85.12, 85.13, 85.19, 85.23, 87.13, 90.20.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Malaysia

Motor vehicle, prohibition of certain types of glass. The Malaysian government has passed the 'motor vehicles (construction, equipment and use) (prohibition of certain types of glass) rules 1978', which came into force on 15 April 1978. Any glass or other transparent material fitted to a motor vehicle must be maintained in such condition that the vision of the driver shall not be obscured whilst the vehicle is being driven on the road, and must not be smeared, filmed over, sprayed, pasted, fitted, or otherwise treated or combined with any material, chemical or substance. The glass may be tinted but must permit transmission of not less than 70 per cent visible light as determined by using a prescribed instrument. Where these rules are contravened the owner and driver will be liable to a substantial fine.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Malta

Amendment to soft drinks regulations, 1978. The Malta *Government Gazette* of 28 March 1978 carried legal notice 33 of 1978 which made the following amendments to the soft drinks regulations, 1978:

1 In paragraph (2) of regulation 9 of the above regulations, for the figure '115 mg' there shall be substituted the figure '200 mg'.

2 For the heading under column 3 of schedule 2 to the above regulations there shall be substituted the heading 'minimum quantity of added sugar per litre'.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

New Zealand

Drugs. The New Zealand government has issued the therapeutic drugs (permitted sales) regulations 1978 which came into force on 3 March 1978. Copies of these regulations are available on loan.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 14 April 1978.

R.737 CCCN 73.40 and 86.09. The rates of duty on unfinished steel type forgings for rail wheels of cranes, locomotives and other rolling-stock, and finished tyres of iron or steel, for wheels of railway and tramway locomotives, and rolling stock are increased to 15 per cent or 65c per kg less 85 per cent.

General rebates

R.738 Item 411.00 CCCN 89.01. The effect of this amendments is that the provision for a rebate of duty on certain sailing yachts and parts, equipment and materials for use in the building and equipment thereof is amended so that such sailing-yachts parts, equipment and materials may now only be entered under rebate of duty in terms of a specific permit issued by the secretary for industries before 31 December 1977 and the goods entered for home consumption before 31 December 1978.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs tariff application list 12/78, published in the South African *Government Gazette* of 28 April 1978, contains an application to the Board of Trade and Industries for increase in duty on:

1 Liquid ring vacuum pumps and compressors, with inlet and outlet connecting diameters not exceeding 250 mm, classifiable under tariff subheading 84.11.90.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

United States

Food labelling. The *Federal Register* dated 18 April 1978 published a rule proposed by the Food and Drug Administration to permit ingredients used as firming agents in food to be listed together in the ingredient labelling. Written comments (four copies) by 18 May 1978, to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Food ingredients. The *Federal Register* dated 18 April 1978 published a notice proposed by the Food and Drug Administration inviting comments on pending changes in the Food Chemicals Code which is in compilation of specifications of substances used as food ingredients. Written comments (six copies) by 19 June 1978 to National Academy of Sciences, 2101 Constitution Avenue, NW, Washington DC 20418. A copy of the text is available.

Inquiries OTAR 01-248 5757 ext. 456/457/7312.

Statistics

UK exports invoiced in foreign currencies: proportion rises to 30 per cent in May 1977

A sample of commercial invoices (about 3300) relating to United Kingdom export shipments in May 1977 has been randomly selected to provide information on the extent of invoicing in foreign currencies. This is the third survey of its kind; the previous two related to shipments in April 1976 and October-November 1976 and their results were published in the *Trade and Industry* issues of 7 January and 22 April 1977, respectively.

The latest survey indicates the proportion of exports, in terms of value, invoiced in foreign currency to have risen to 30 per cent compared to 27 per cent of some six months earlier. This was mainly due to an increase of invoicing in US dollars.

The results in terms of export markets are given in table 1 and in terms of main commodity groupings in table 2. Due to sampling limitations some of these should be interpreted with caution. For instance, the level of uncertainty surrounding the figures for Latin America, Japan, centrally planned economies and the rest of the world markets is higher than that of the other markets; therefore the results for these markets provide less reliable indicators of the invoicing pattern. However, major characteristics observed in the previous surveys are broadly confirmed by the present one, these being the importance of invoicing in western European currencies to markets in western Europe and the widespread use of the US dollar as an invoicing currency. Furthermore, in terms of the commodity grouping the results might reflect more the market pattern of exports rather than an invoicing significance.

Table 2 also gives details in terms of the size of exporter and transaction. A large exporter is defined to be one whose exports exceeded £25 million in 1975. These two parts of the table complement each other and indicate that foreign currency invoicing is more widespread among the large exporters and for the bigger transactions.

Overall, as stated in the previous surveys, there could be an under-statement of the proportion of foreign currency invoicing as it is possible for a shipment to be invoiced in sterling from the United Kingdom and later re-invoiced by a subsidiary company or agent to the foreign purchaser in local currency.

Inquiries: 01-215 3445.

Table 2 UK exports: invoicing currency analysis

Foreign currency invoicing proportion
Percentage by value

	Shipments in: May 1977	Oct-Nov 1976	Apr 1976
By commodity group			
Food, beverages and tobacco	22	33	27
Fuels and basic materials	58	35	22
Chemicals	48	35	25
Textiles	23	34	31
Metals and articles of metal	41	41	31
Electrical machinery, apparatus and appliances	20	24	9
Other machinery	11	12	18
Transport equipment	11	10	5
Other manufactured goods	44	28	21
Total	30	27	20
By size of exporter			
Small exporters	27		
Large exporters	40		
Total	30		
By size of transaction			
Up to £2,500	18		
Over £2,500 and up to £20,000	24		
Over £20,000 and up to £250,000	28		
Over £250,000	45		
Total	30		

The economy: selected indicators

There is no change in the indicators published last week (page 233)

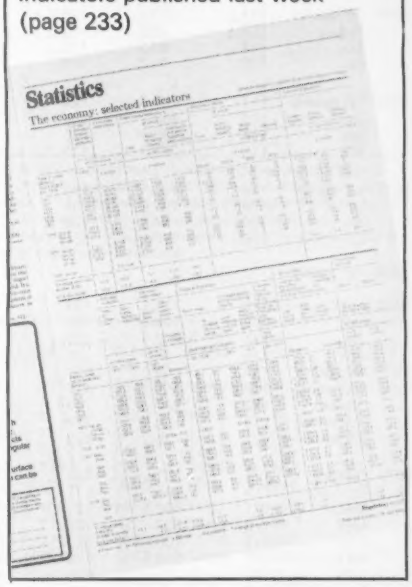


Table 1 UK exports: invoicing currency analysis by area

Percentage by value

1 Shipments in May 1977
2 Shipments in October-November 1976
3 Shipments in April 1976

	EEC	Other western European countries	Oil exporting countries	North America	Latin America	Centrally planned economies	Japan	Other developed countries	Rest of world	Total all countries
Invoiced in own currency										
1	19	10	4		—	—	—	1	1	15[1]
2	21	11	2		—	—	19	5	1	15[1]
3	15	8	—	1 45	—	—	—	2		12
				2 49						
				3 30						
Invoiced in US dollars										
1	16	22	18		10	6	26	5	13	14
2	10	6	11		49	0	8	8	31	12
3	5	7	9		50	24	30	11		8
Invoiced in other foreign currency										
1	2	1	0	0	2	—	—	—	1	1
2	0	2	1	0	—	—	—	0	0	0
3	1	1	0	—	1	0	—	2		1
Invoiced in sterling										
1	63	67	78	55	88	94	74	94	85	70
2	69	81	87	51	51	100	73	87	68	73
3	79	84	91	70	54	76	70	85		80

[1] Includes exports to the USA invoiced in US dollars. — No trade. 0 Trade of less than 0.5 per cent of area total.

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD), ie western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see 3 March 1978).

Inquiries: 01-215 3442.

Table 1 Industrial production (excluding construction) seasonally adjusted

Indices 1970 = 100

	Belgium	Luxembourg	France	F.R. of Germany	Ireland	Italy	Netherlands	United Kingdom r	EEC[1]	Canada	United States	Japan	OECD
Weights in total	1.3	0.1	7.1	12.5	0.2	4.5	1.5	6.3	33.5	3.5	43.2	11.6	
1971	103	98.7	106	101.8	104	99.9	106	99.8	102	105.6	102.0	102.3	102
1972	109	102.8	112	105.7	109	104.4	111	102.1	107	113.0	111.0	110.2	110
1973	116	115.1	120	112.9	120	114.5	119	110.5	115	123.5	120.4	127.4	120
1974	120	119.1	123	111.3	122	119.0	125	108.5	115	127.4	119.9	123.5	120
1975	109	93.0	114	105.0	114	108.5	119	103.1	108	121.3	109.3	110.4	110
1976	118	98.9	124	112.7	125	121.1	126	104.2	115	127.4	120.4	125.4	120
1977	117	99.4	126	116.1	135 e	121.4	127	105.8	118	131.6	127.1	131.1 e	125
1975 1st quarter	111	101.4	113	104	114	110.2	120	107.8	108	121.3	105.0	106.5	108
2nd	107	92.3	113	104	113	107.0	117	102.3	106	120.7	106.0	109.8	108
3rd	106	83.2	112	104	114	105.9	115	111.1	106	120.8	111.8	112.2	111
4th	110	94.2	117	108	116	110.8	123	102.3	110	122.3	114.4	112.9	114
1976 1st quarter	114	97.5	122	111	121	116.6	124	102.6	113	125.7	118.1	119.8	117
2nd	119	103.7	123	113	123	120.7	126	104.5	115	128.0	120.0	125.0	120
3rd	118	96.6	125	114	126	122.7	127	104.2	116	127.5	121.4	127.0	121
4th	119	97.7	125	115	128	127.9	129	105.8	118	128.4	122.0	129.3	122
1977 1st quarter	120	100.1	129	117	130	131.4	127	107.0	120	131.1	123.9	130.1	124
2nd	119	103.4	125	116	135	122.2	128	105.5	117	131.5	127.1	131.1	125
3rd	114	94.4	125	116	134	120.2	124	105.9	117	131.5	128.4	130.0	125
4th	116	98.8	124	117	140 e	118.1	127	104.8	117	132.4	129.2	133.3 e	126
1978 1st quarter											129.5 e		
1976 April	120	100.6	122	112		118.6	126	104.0	115	127.5	119.1	125.9	119
May	119	108.0	122	111		124.1	125	106.0	115	127.5	120.2	123.4	120
June	121	102.6	123	113		119.5	126	103.2	115	127.2	120.7	125.7	120
July	114	94.1	124	111		122.7	124	104.2	115	126.7	121.2	127.3	120
August	121	86.5	124	113		118.9	127	103.5	115	128.2	121.8	126.7	120
September	120	109.1	129	115		126.4	131	104.8	118	127.5	121.3	127.1	122
October	122	101.6	123	115		122.8	128	105.3	117	127.2	121.0	127.3	121
November	119	96.5	129	115		128.6	127	106.0	119	128.6	122.0	130.4	123
December	121	95.2	125	116		132.3	131	106.2	119	129.4	123.4	130.3	123
1977 January	121	101.6	129	117		131.4	129	107.1	120	131.5	122.7	130.7	124
February	119	96.7	127	116		131.3	126	107.0	119	130.8	123.6	128.4	124
March	121	102.0	129	118		131.6	127	107.0	121	131.1	125.5	131.2	125
April	118	100.0	125	116		123.2	132	105.8	118	130.7	126.3	132.3	124
May	119	105.6	123	115		125.9	127	107.1	117	131.5	127.1	129.6	125
June	120	104.5	128	116		117.4	125	103.5	117	132.5	127.8	131.4	125
July	109	97.9	124	115		118.5	123	106.1	116	131.0	128.7	128.8	124
August	118	84.7	124	116		119.1	124	105.9	117	132.0	128.1	130.3	125
September	115	100.7	126	117		123.0	126	105.8	118	131.5	128.5	130.9	126
October	112	94.4	122	116		117.8	126	104.5	116	131.8	128.8	130.4	125
November	116	103.2	127	117		119.9	125	104.3	118	132.7	129.2	134.1	126
December	120	98.7	122	119		116.6	129	105.5	117	132.8	129.5	135.3e	126
1978 January	121	109.0	127	121		120.7	123	106.0	120	131.3	128.5	136.5 e	127 e
February			128 e	118 e		124.0 e	122 e	106.9			129.1	135.7 e	
March											130.9 e		
% change latest three months													
On previous three months	3.5	11.1	0.5	2.3	4.5	0.2	−0.8	1.2	1.1	0.4	0.3	3.1	0.8
On a year earlier	−1.1	6.0	−1.1	2.6	9.4	−8.5	−3.1	−0.6	−0.8	1.9	4.5	4.6	2.4

[1] Excluding Denmark. r Revised. e Estimate

Source: United Kingdom, Department of Trade; all others 'OECD Main Economic Indicators'.

Government Publications in the Midlands

from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham B1 2HE

Table 3 **Unemployment** seasonally adjusted [7]

Numbers thousands

	Belgium[2]	Denmark[3]	France[1] r	F.R. of Germany[1]	Ireland[2]	Italy[3 9]	Nether-lands[1]	United Kingdom[1 3]	Canada[2] r	United States[3] r	Japan[3]
1971	71	30	337	185	42	613	62	776	552	4 993	639
1972	87	30	380	246	48	696	108	885	562	4 840	730
1973	92	21	394	274	44	669	110	611	520	4 305	670
1974	105	50	498	583	48	560	135	600[5]	521	5 076	740
1975	177	124	840	1 074	75	654	195	929	697	7 830	1 000
1976	229	126	933	1 060	84	732	211	1 269[5]	736	7 288	1 080
1977	264	154	1 072	1 030	82 e	1 545	204	1 379	862	6 856	1 100
1975 3rd quarter	189	123	889	1 128	78	648	205	995	712	7 898	1 025
4th	210	123	924	1 142	81	699	210	1 128	726	7 729	1 114
1976 1st quarter	213	118	929	1 139	82	681	208	1 220	703	7 224	1 072
2nd	227	115	928	1 033	84	693	208	1 261	728	7 111	1 102
3rd	238	120	925	1 035	85	776	221	1 300	748	7 363	1 101
4th	238	126	942	1 014	84	777	206	n.a.	770	7 443	1 038
1977 1st quarter	246	139	997	1 022	82	1 459	194	1 330	826	7 161	1 032
2nd	261	147	1 069	1 017	83	1 432	198	1 341	852	6 889	1 110
3rd	276	153	1 149	1 058	83	1 692	217	1 415	878	6 736	1 150
4th	276	160	1 069	1 024	79 e	1 598	206	1 428	900	6 554	1 126
1978 1st quarter	275 e		1 045	1 017 e		1 520		1 409		6 155	
1976 October	231	125	n.a.	1 022	84		214	1 306	770	n.a.	1 058
November	243	125	n.a.	1 009	83		207	n.a.	760	n.a.	1 084
December	239	128	n.a.	1 011	83		199	1 320	780	7 490	973
1977 January	242	135	974	1 053	82		196	1 330	786	7 066	1 005
February	245	139	999	1 020	82		193	1 330	835	7 273	1 032
March	250	144	1 017	992	83		192	1 329	858	7 145	1 057
April	254	144	1 037	1 015	82		192	1 334	868	6 869	1 030
May	262	147	1 066	1 008	83		197	1 324	840	6 894	1 127
June	267	150	1 105	1 028	83		206	1 364	848	6 904	1 172
July	272	150	1 140	1 066	83		212	1 399	866	6 719	1 189
August	282	154	1 174	1 066	84		220	1 410	881	6 821	1 143
September	275	155	1 132	1 043	82		218	1 435	887	6 668	1 118
October	272	156	1 092	1 033	81		212	1 432	887	6 688	1 055
November	283	160	1 065	1 028	81		207	1 430	903	6 663	1 150
December	272	163	1 051	1 010	74 e		198	1 422	911	6 310	1 172
1978 January	274	169 e	1 023	1 016			195	1 419	891	6 226	1 112
February	274	177 e	1 042	1 027			194	1 409	901	6 090	1 150
March	278 e		1 071	1 007 e				1 400		6 148	
April								1 387			
Rate % in latest month	10.3 e	8.2 e	5.9	4.5 e	10.7 e	7.1	4.9	5.8	8.3	6.2	2.1
% change latest three months											
On previous three months	−0.1	8.1	−2.2	−0.7	−5.2	−4.9	−7.9	−1.8	1.0	−6.1	3.3
On a year earlier	12.1	26.6	4.9	−0.5	−5.6	4.2	−0.2	5.1	12.6	−14.1	14.1

Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison. [1] Registered unemployed (excluding school leavers): rate per cent of total employees. [2] Insured unemployed: rate per cent of total insured population. [3] Labour force sample survey: rate per cent of total labour force. [4] Unemployment-insurance beneficiaries: rate per cent of total numbers insured. [5] Estimated in the absence of one month's figures. [6] Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given. [7] Some seasonally adjusted data have been estimated from unadjusted material. [8] UK per cent changes are calculated with a non-rounded series. [9] From 1977, new method of calculating unemployment which is not consistent with the other figures. e Estimated. n.a. Not available. r Revised. Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.

Table 5 **Consumer prices** All goods and services

Indices 1970 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	106	102.9	104.3	106.1	105
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	113	107.8	107.7	110.9	110
1973	117.7	116.8	123	119.9	118.8	131.8	122.8	125.2	128.0	122	116.0	114.4	123.9	119
1974	132.6	128.0	142	136.3	127.1	154.2	146.3	137.3	148.4	138	128.6	127.0	154.2	134
1975	149.5	141.7	156	152.2	134.7	186.4	171.1	151.3	184.4	157	142.5	138.6	172.4	150
1976	163.2	155.6	170	166.8	140.8	219.9	199.8	164.6	214.9	175	153.2	146.6	188.4	163
1977	174.8	166.0	189	183.2	146.3	249.9	236.6	175.6	249.0	195	165.4	156.1	203.6	178
1976 1st quarter	158.7	151.1	162	161.1	139.0	206.3	185.0	159.0	204.4	168	149.8	143.7	181.4	158
2nd	161.8	154.5	168	164.8	141.1	219.1	196.7	164.3	211.9	173	152.1	145.5	187.7	161
3rd	164.9	156.9	171	168.6	141.2	222.4	202.2	165.4	216.8	176	154.3	147.8	189 8	164
4th	167.6	159.7	178	172.9	141.9	231.8	215.1	169.6	226.8	182	156.6	149.4	194.5	168
1977 1st quarter	170.9	163.4	180	175.6	144.6	240.7	225.2	170.8	238.2	188	159.9	152.1	198.8	172
2nd	173.7	165.9	185	181.0	146.5	249.7	233.8	175.8	248.8	194	163.7	155.3	204.2	176
3rd	176.3	167.0	190	185.3	146.9	252.4	239.7	176.9	252.7	197	167.3	157.6	204.8	179
4th	178.3	167.7	200	188.8	147.2	256.8	247.7	178.8	256.4	200	170.9	159.4	206.5	183
1978 1st quarter	180.6 e	169.0 e			149.1 e			179.0 e	260.8 e					
1976 October	166.9	158.7	176	171.8	141.5		211.1	169.5	223.7	181	156.1	149.0	193.8	167
November	167.5	159.7	178	173.2	141.8	231.8	215.7	169.7	226.8	182	156.6	149.4	193.8	168
December	168.4	160.8	179	173.8	142.5		218.6	169.7	229.8	184	157.1	149.9	195.8	169
1977 January	170.1	162.4	179	174.3	143.8		221.4	169.5	235.9	186	158.4	150.7	197.7	170
February	171.4	163.5	179	175.5	144.7	240.7	225.7	170.8	238.2	188	159.9	152.3	198.8	172
March	171.3	164.2	181	177.1	145.2		228.5	172.2	240.5	190	161.5	153.2	200.0	173
April	172.2	165.2	183	179.4	145.9		231.3	175.1	246.7	192	162.4	154.4	203.3	175
May	173.9	165.8	186	181.1	146.5	249.7	234.2	176.0	248.6	194	163.8	155.3	205.2	176
June	175.0	166.7	187	182.5	147.2		235.8	176.4	251.2	195	164.9	156.3	204.1	178
July	175.5	167.4	188	184.1	147.0		237.2	176.1	251.4	196	166.5	157.0	203.6	178
August	176.1	167.0	190	185.1	146.9	252.4	239.4	176.7	252.7	197	167.2	157.6	203.6	179
September	177.3	166.6	192	186.7	146.7		242.5	177.8	254.0	198	168.1	158.2	207.2	181
October	177.7	167.3	199	188.2	146.9		245.7	178.4	255.1	199	169.8	158.6	208.3	182
November	178.3	168.1	200	188.9	147.1	256.8	248.1	179.0	256.4	200	170.9	159.4	205.8	183
December	179.0	167.8	201	189.4	147.5		249.3	178.9	257.7	201	172.0	160.0	205.3	183
1978 January	179.9	168.5	201	190.3	148.4		251.8 e	178.0	259.2	202	172.6	160.7	206.2	184
February	180.7	168.9	202	191.7	149.2	260.5	254.3 e	178.8	260.7	204	173.8	161.8	207.1	186
March	181.1 e	169.5 e			149.7 e			180.2 e	262.4 e					
Percentage change														
Latest month on same month a year earlier	5.7	3.2	12.8	9.2	3.1	8.2	12.7	4.6	9.1	8.5	8.7	6.3	4.2	8.1
Latest three months on previous three months	1.3	0.7	2.2	1.3	1.3	1.4	2.6	0.1	1.7	1.7	1.9	1.3	−0.4	1.3
Latest three months on a year earlier	5.6	3.4	12.5	9.1	3.1	8.2	13.5	4.8	9.5	8.8	9.0	6.6	4.4	8.2

e Estimated. Source: 'OECD Main Economic Indicators'.

Table 8 Exports (fob) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxem-bourg	Denmark [2 3]	France	F.R. of Germany [3]	Ireland [2 3]	Italy	Nether-lands	United Kingdom [2]	EEC [3]	Canada	United States [2 3]	Japan [2]	OECD
1970	11 592	3 288	17 940	34 188	1 032	13 188	11 772	19 382	112 356	16 134	43 224	19 320	220 045
1971	12 081	3 609	20 592	39 009	1 308	15 177	13 953	22 365	128 084	17 676	44 211	23 994	246 037
1972	15 995	4 330	25 739	46 208	1 610	18 535	15 392	24 415	153 152	20 184	49 676	28 591	290 784
1973	22 416	6 120	35 952	67 440	2 124	22 236	23 952	30 632	210 684	25 200	71 316	36 936	398 880
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 270	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 542	325 044	38 628	114 996	67 224	630 492
1977	37 488	10 068	63 516	117 900	4 392		43 680	57 526		41 556	120 168	80 544	
1976 1st quarter	7 404	2 121	13 272	23 280	741	8 475	8 907	11 474	75 747	9 099	27 219	15 564	147 051
2nd	7 746	2 226	13 851	24 609	819	8 862	8 883	11 452	78 459	9 543	28 659	16 467	153 456
3rd	8 217	2 340	14 007	26 148	837	9 414	9 909	11 523	82 329	9 822	29 385	17 037	161 079
4th	9 144	2 445	14 586	27 456	885	9 972	11 001	12 093	87 399	9 576	29 451	17 787	166 380
1977 1st quarter	9 069	2 532	15 108	27 897	963	10 467	10 623	12 977	89 619	10 359	29 787	19 479	171 291
2nd	9 123	2 358	15 252	28 788	1 014	11 481	10 536	14 292	92 853	10 179	30 573	19 710	176 115
3rd	9 261	2 526	16 242	29 541	1 200	10 971	11 220	14 950	95 958	10 290	30 609	20 136	180 603
4th	9 804	2 688	17 286	31 755	1 224		11 535	15 307		10 479	29 343	21 171	
1976 July	2 446	*757* [3]	4 525	*8 040* [3]	*266* [3]	3 179	3 200	3 691	*25 800* [3]	3 206	*9 905* [3]	5 544	52 125
August	2 823	*785*	4 739	*8 378*	*257*	3 018	3 315	3 901	*27 157*	3 324	*9 843*	5 591	53 446
September	2 946	*798*	4 743	*9 434*	*308*	3 219	3 394	3 932	*28 738*	3 292	*9 902*	5 902	55 507
October	3 103	*767*	4 806	*9 024*	*323*	3 302	3 442	3 916	*28 710*	3 197	*9 725*	5 930	54 511
November	2 910	*827*	4 816	*9 097*	*290*	3 440	3 699	3 940	*29 069*	2 122	*9 342*	5 804	54 497
December	3 131	*840*	4 965	*9 648*	*291*	3 230	3 861	4 238	*30 326*	3 257	*10 433*	6 053	57 372
1977 January	3 005	*852*	5 085	*9 285*	*309*	3 450	3 577	4 347	*30 164*	3 300	*9 597*	6 566	56 679
February	2 934	*816*	4 992	*9 147*	*323*	3 409	3 620	4 293	*29 521*	3 349	*9 801*	6 428	56 459
March	3 130	*880*	5 031	*9 702*	*325*	3 608	3 427	4 336	*30 435*	3 710	*10 066*	6 486	58 154
April	3 023	*847*	4 977	*9 093*	*334*	3 825	3 584	4 698	*30 364*	3 447	*9 949*	6 758	58 149
May	2 990	*722*	5 173	*9 584*	*327*	3 804	3 489	4 642	*30 792*	3 321	*10 540*	6 400	58 385
June	3 109	*793*	5 101	*9 938*	*342*	3 853	3 465	4 951	*31 396*	3 411	*10 084*	6 552	59 582
July	2 978	818	5 162	9 482	397	3 549	3 666	5 021	31 081	3 522	10 246 e	6 910	59 282
August	2 989	846	5 411	9 861	397	3 850	3 844	4 823	32 040	3 432	9 479	6 661	59 806
September	3 293	861	5 670	10 199	405	3 571	3 709	5 106	32 838	3 336	10 884	6 565	61 515
October	3 176	835	5 765	10 369	353	3 585	3 670	5 017	32 786	3 599	9 238	6 819	60 129
November	3 173	890	5 488	10 197	418	3 992	3 776	4 898	32 851	3 026	9 093	7 145	60 191
December	3 454	962	6 034	11 188	452		4 090	5 392		3 855	11 011	7 208	
% change latest three months:													
On previous three months	5.9	6.4	6.4	7.5	2.0	−0.9	2.8	2.4	n.a.	1.8	−4.1	5.1	1.8
One year earlier	7.2	9.9	18.5	15.7	38.2	11.9	4.9	26.6	n.a.	9.4	−0.4	19.0	10.5

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] See note [3] to table 9 below. e Estimate.
Source: United Kingdom, Department of Trade; all others: 'OECD Series "A" '

Table 9 Imports (cif) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxem-bourg	Denmark [2 3]	France	F.R. of Germany [3]	Ireland [2 3]	Italy	Nether-lands	United Kingdom [2]	EEC [3]	Canada [4]	United States [2 3 4]	Japan	OECD
1970	11 352	4 380	19 116	29 808	1 572	14 940	13 392	21 696	116 280	13 308	39 960	18 876	225 649
1971	12 390	4 476	21 261	34 356	1 838	16 026	15 159	23 918	129 403	15 460	45 633	19 716	250 717
1972	14 879	4 988	26 696	39 759	2 113	19 252	17 127	27 877	152 643	18 924	55 819	23 463	297 984
1973	21 936	7 704	37 380	54 492	2 784	27 816	24 360	38 872	215 232	23 304	69 120	38 316	410 820
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 020
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 618	300 048	33 960	96 936	57 864	587 376
1976	35 352	12 420	64 392	87 780	4 200	43 368	39 948	56 269	343 428	37 956	121 788	64 800	676 308
1977	40 248	13 260	70 488	100 668	5 388		45 600	63 740		39 540	147 852	70 812	
1976 1st quarter	7 656	2 823	14 925	19 836	999	9 984	8 826	13 335	78 297	9 249	27 309	14 946	154 710
2nd	7 995	3 000	15 495	20 967	993	10 644	9 378	13 942	82 506	9 567	29 289	15 546	161 979
3rd	8 427	3 165	16 413	22 476	1 068	10 737	10 086	14 386	86 760	9 582	32 025	16 863	173 259
4th	9 174	3 330	17 493	24 078	1 122	11 859	11 607	14 606	93 240	9 486	32 652	17 256	182 727
1977 1st quarter	9 513	3 318	17 409	24 171	1 257	11 781	11 292	15 322	94 101	9 885	35 406	17 664	186 150
2nd	9 483	3 240	17 196	24 114	1 272	12 276	11 214	16 429	95 292	10 119	37 722	17 484	190 431
3rd	9 414	3 384	17 721	25 593	1 422	11 010	11 514	15 779	95 952	9 852	37 599	17 712	192 669
4th	10 140	3 303	18 471	27 102	1 473		11 760	16 210		9 834	37 539	18 072	
1976 July	2 699	*908* [3]	5 108	*7 089* [3]	*332* [3]	3 481	3 291	4 840	*27 426* [3]	3 185	*10 992* [3]	5 521	56 514
August	2 782	*1 079*	5 484	*7 778*	*350*	3 669	3 325	4 656	*29 150*	3 243	*10 377*	5 611	57 964
September	2 946	*1 139*	5 822	*7 563*	*376*	3 588	3 470	4 891	*29 668*	3 154	*10 673*	5 732	58 780
October	2 982	*1 048*	5 796	*7 748*	*355*	3 745	3 617	4 724	*30 171*	3 119	*10 748*	5 744	58 934
November	3 091	*1 089*	5 958	*7 763*	*392*	4 389	3 499	4 947	*31 495*	3 218	*10 679*	5 888	61 315
December	3 100	*1 217*	5 740	*8 730*	*378*	3 726	4 490	4 935	*32 203*	3 148	*11 204*	5 625	62 477
1977 January	3 204	*1 090*	5 912	*8 349*	*463*	3 821	3 846	5 520	*32 781*	3 243	*11 430*	6 009	62 340
February	3 102	*1 062*	5 702	*7 818*	*418*	4 008	3 807	4 872	*30 777*	3 319	*11 582*	5 732	61 084
March	3 206	*1 230*	5 796	*8 183*	*415*	3 950	3 637	4 930	*31 264*	3 321	*12 427*	5 922	62 727
April	3 150	*1 042*	5 515	*7 707*	*399*	4 167	3 727	5 183	*30 945*	3 425	*12 721*	5 859	62 469
May	3 171	*1 042*	5 740	*8 112*	*418*	4 206	3 727	5 394	*31 811*	3 391	*12 050*	5 850	63 156
June	3 161	*1 127*	5 943	*8 063*	*429*	3 902	3 761	5 851	*32 023*	3 302	*12 914*	5 775	64 805
July	2 854	1 073	5 692	8 606	461	3 700	3 788	5 475	31 687	3 328	12 780 e	5 788	63 948
August	3 390	1 137	6 052	8 393	468	3 736	3 963	4 936	32 114	3 257	12 167	6 067	64 539
September	3 171	1 175	5 975	8 594	493	3 574	3 762	5 369	32 150	3 267	12 652	5 856	64 182
October	3 212	1 089	5 944	8 557	483	4 181	3 741	5 337	32 570	3 396	12 534	5 886	64 671
November	3 390	1 093	6 429	8 773	476	3 907	3 911	4 998	33 011	2 934	11 525	6 012	63 737
December	3 540	1 120	6 099	9 771	515		4 109	5 875		3 503	13 481	6 174	
% change latest three months:													
On previous three months	7.7	−2.5	4.2	5.9	3.7	2.9	2.2	2.7	n.a.	−0.2	−0.2	2.0	−0.4
One year earlier	10.6	−0.8	5.6	12.6	31.4	−0.5	1.3	11.0	n.a.	3.7	15.0	4.7	7.6

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] The OECD has revised the seasonally adjusted figures. It has been possible to include only the published revisions at this stage. For this reason the monthly figures in italics do not necessarily add to the quarters and percentage changes have been omitted where they cannot be calculated without distortion because of the discontinuity in the monthly figures between June and July 1977. [4] fob. n.a. not available.
e Estimate.
Source: United Kingdom, Department of Trade; all others: 'OECD Series "A" '.

Cost indices for the aerospace and radio, radar and electronic capital goods industries

Many inquiries have been received about differences between cost indices for the 'electronics' industry (MLH 367) as published in *Trade and Industry* and those previously circulated.

The transfer of publication of the aerospace and electronics cost indices to *Trade and Industry* coincided with changes in the choice of price indicators used to represent movements of wages and salaries in the electronics industry.

Before being published in *Trade and Industry*, the indices of wages and salaries for the electronics industry were based entirely on average earnings in the electrical engineering industry and average earnings in all manufacturing industries respectively. However, information from the Department of Employment annual surveys for October and April each year is now used to construct the wages and salaries indices for the electronics industry on a basis similar to that for the aerospace industry. The present method of calculation was described more fully in the introductory article of 3 February.

The cost indices calculated as a result of this change in methodology have been shown in *Trade and Industry* for the months from April 1976. A copy of the revisions made to earlier periods is available from: Departments of Industry, Trade, Prices and Consumer Protection, Room 249, Sanctuary Buildings, Great Smith Street, London SW1P 3DB.

February's figures are given in the table.

Inquiries: 01-215 3514.

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively)

1970 = 100

	1977											1978	
	Feb	Mar	Apr	May p	Jun p	Jul p	Aug p	Sep p	Oct p	Nov p	Dec p	Jan p	Feb p
1 BOUGHT OUT FINISHED GOODS													
Aerospace industry	251.6	254.6	256.1	259.1	259.2	261.7	261.9	264.0	267.6	272.2	273.1	275.5	277.2
Airframe sector	247.5	250.6	251.9	254.9	255.0	257.5	258.2	259.8	263.5	267.9	268.8	271.4	273.1
Aero-engine and aero-engine parts sector	254.7	257.7	259.2	262.2	262.5	265.1	265.2	267.6	270.9	275.4	276.6	279.1	280.9
Aero-engine parts sector	249.1	252.2	254.0	256.6	257.3	260.3	262.2	263.8	267.5	270.7	272.5	276.2	277.9
Aircraft component sector	256.9	260.0	261.4	264.3	264.4	267.0	266.8	269.1	272.2	276.4	277.4	279.2	281.0
2 OTHER PURCHASED MATERIALS													
Aerospace industry	307.2	309.9	309.9	310.2	309.9	313.5	315.2	318.3	319.8	317.3	317.1	316.6	316.9
Airframe sector	285.9	289.1	289.9	290.7	292.0	297.3	301.2	303.4	304.8	302.9	303.6	304.0	304.5
Aero-engine and aero-engine parts sector	303.8	305.0	305.0	305.1	304.9	307.9	310.2	315.6	318.9	317.6	317.5	319.3	319.6
Aero-engine parts sector	326.5	329.0	328.6	328.8	327.6	330.3	330.5	333.8	335.2	332.2	331.3	330.0	330.3
Aircraft components sector	316.7	320.0	319.6	319.8	318.9	322.2	322.7	324.0	324.3	320.8	320.4	317.9	317.8
3 ALL PURCHASE OF GOODS													
Aerospace industry	269.9	272.9	273.8	275.9	276.0	278.8	279.5	282.0	284.8	287.1	287.7	289.1	290.3
Airframe sector	256.3	259.4	260.7	263.1	263.5	266.6	268.1	269.8	273.0	275.9	275.8	278.9	280.3
Aero-engine and aero-engine parts sector	272.1	274.7	275.7	277.6	277.8	280.5	281.3	284.8	288.2	290.5	291.3	293.5	294.8
Aero-engine parts sector	280.4	283.3	284.2	285.8	285.8	288.6	289.8	292.1	294.9	295.6	296.3	298.0	299.1
Aircraft components sector	292.1	295.3	295.7	297.0	296.5	299.5	299.7	301.5	302.9	302.5	302.7	302.0	302.7
Radio, radar and electronic capital goods industry	246.8	250.4	252.5	256.5	257.1	259.6	260.8	262.1	265.2	268.2	268.2	270.5	272.0
4 SALARIES AND GENERAL EXPENSES													
Aerospace industry	245.8	248.0	249.7	253.7	253.7	255.6	253.8	256.2	259.6	265.4	266.4	267.9	269.5
Airframe sector	244.1	246.3	247.8	252.0	251.8	253.6	251.6	254.2	257.7	264.0	265.1	266.5	268.4
Aero-engine and aero-engine parts sector	251.3	253.3	255.2	259.3	259.3	261.1	259.5	261.9	265.1	270.6	271.6	273.1	274.7
Aero-engine parts sector	244.1	246.3	248.2	252.1	252.4	254.4	253.0	255.4	258.6	264.1	265.1	266.7	268.3
Aircraft components sector	240.8	243.0	244.6	248.5	248.4	250.2	248.3	250.7	254.1	260.1	261.1	262.4	264.2
Radio, radar and electronic capital goods industry	226.5	229.5	230.1	234.1	233.6	235.4	233.0	235.5	239.0	245.5	246.5	247.5	249.3
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS													
Aerospace industry	251.3	254.5	254.2	258.3	257.2	259.0	256.0	258.9	262.9	272.3	273.6	274.7	277.1
Radio, radar and electronic capital goods industry	271.3	276.9	276.7	278.4	276.0	277.3	279.3	279.4	288.3	302.0	294.4	297.6	299.7
6 COMBINED COSTS													
Aerospace industry	256.5	259.2	260.2	263.5	263.2	265.4	264.4	266.9	270.2	275.5	276.4	277.7	279.4
Airframe sector	250.1	252.9	253.8	257.4	257.2	259.5	258.5	260.9	264.4	270.2	271.2	272.8	274.6
Aero-engine and aero-engine parts sector	259.1	261.6	262.6	265.9	265.7	267.8	266.8	269.8	273.2	278.5	279.5	281.1	282.8
Aero-engine parts sector	257.2	259.9	260.8	264.1	263.9	266.0	264.9	267.4	270.8	276.1	277.1	278.6	280.3
Aircraft components sector	259.8	262.6	263.2	266.4	265.9	268.0	266.4	268.8	271.8	277.0	277.8	278.4	280.1
Radio, radar and electronic capital goods industry	243.4	247.0	248.2	251.8	251.6	253.6	253.5	255.1	259.3	265.4	264.5	266.5	268.2

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers is available only for certain months of the year – manual earnings information is available for MLH 383 for April and October but for MLH 367 in respect of October only; ATC salaries information for both industries is available for April of each year.

The indices of combined costs are based on the assumption of no change in productivity.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 8 December and will affect indices from May last year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April article and these affect series from the preceding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 6 October.

The cost index tables previously D1-D5 and D7 have now been redesignated sections 1 to 6 in the table.

p Provisional

Sell it to the Marines . . . One of the Harriers exported to the United States (see our feature on British Aerospace, page 252).

Motor vehicle output in March 22 per cent up on last year

Production of cars in the five weeks ended 1 April of 139 130 units (27 826 per week) was 22 per cent above the March 1977 level. In the first quarter as a whole, car output was 9 per cent above that a year earlier. Production for export fell by 1 per cent while that for the home market rose by 16 per cent.

Production of commercial vehicles of 41 911 units (8382 per week) was almost the same as in March last year. Over the first quarter of 1978, commercial vehicle output was 5 per cent below that in the first quarter of 1977. Production for export fell by 16 per cent and that for the home market rose by 6 per cent.

The summaries which follow are based on the seasonally adjusted figures in table 2.

Cars

Car production in March of 126 000 units was 15 per cent above the monthly average for 1977. Output in the first quarter is 9 per cent above that of the previous quarter; within the total, home market production rose by 11 per cent while production for export rose by 6 per cent.

Commercial vehicles

Commercial vehicle production in March of 36 400 units was 10 per cent above the monthly average for 1977. In the first quarter of 1978, the level of production was 6 per cent above that of the final quarter of 1977, with production for the home market unchanged while production for export rose by 13 per cent.

Inquiries: 01-212 0788.

Table 1 Car and commercial vehicle production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	753 195	562 777	1 315 972	25 307	201 445	196 823	398 268	7 659
1977									
1st qtr	13	180 813	149 558	330 371	25 413	51 826	57 676	109 502	8 423
2nd	13	209 665	161 386	371 051	28 542	49 299	51 945	101 244	7 788
3rd	13	166 116	104 554	270 670	20 821	44 036	41 832	85 868	6 605
4th	13	196 601	147 279	343 880	26 452	56 284	45 370	101 654	7 820
1978									
1st qtr	13	210 561	147 930	358 491	27 576	54 949	48 733	103 682	7 976
1977									
January	4	66 119	54 069	120 188	30 047	16 932	17 402	34 334	8 584
February	4	49 573	46 109	95 682	23 921	15 376	17 822	33 198	8 300
March	5	65 121	49 380	114 501	22 900	19 518	22 452	41 970	8 394
April	4	64 475	48 998	113 473	28 368	13 394	16 133	29 527	7 382
May	4	80 099	60 057	140 156	35 039	18 860	20 020	38 880	9 720
June	5	65 091	52 331	117 422	23 484	17 045	15 792	32 837	6 567
July	4	47 156	27 939	75 095	18 774	13 007	14 020	27 027	6 757
August	4	51 565	27 605	79 170	19 793	12 628	10 869	23 497	5 874
September	5	67 395	49 010	116 405	23 281	18 401	16 943	35 344	7 069
October	4	55 346	47 810	103 156	25 789	19 283	14 863	34 146	8 537
November	4	63 333	49 199	112 532	28 133	18 198	12 807	31 005	7 751
December	5	77 922	50 270	128 192	25 638	18 803	17 700	36 503	7 301
1978									
January	4	67 488	43 961	111 449	27 862	16 396	14 717	31 113	7 778
February	4	65 029	42 883	107 912	26 978	15 699	14 959	30 658	7 665
March	5	78 044	61 086	139 130	27 826	22 854	19 057	41 911	8 382

Note: From January 1978, Land-Rover estate vehicles are being recorded as commercial vehicles rather than as passenger cars. Figures for 1977 have been revised on to this basis. The number of these vehicles in 1977 was 11 848.

Table 2 Production seasonally adjusted

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	47	110	16.8	16.4	33.2
1977						
1st qtr	56	49	105	16.2	18.6	34.8
2nd	67	50	117	16.1	16.3	32.4
3rd	67	42	109	17.4	16.5	33.9
4th	61	47	108	17.5	14.3	31.8
1978						
1st qtr	68	49	117	17.5	16.2	33.7
1977						
January	63	58	121	17.6	19.1	36.7
February	52	47	99	15.4	17.9	33.3
March	54	43	97	15.6	18.6	34.2
April	70	52	122	14.6	17.6	32.2
May	69	53	122	18.1	17.8	35.9
June	63	45	108	15.7	13.5	29.2
July	64	41	105	16.8	16.6	33.4
August	66	36	102	17.6	16.7	34.3
September	70	50	120	17.8	16.1	33.9
October	55	48	103	18.1	15.2	33.3
November	58	46	104	17.1	12.8	29.9
December	70	46	116	17.1	15.0	32.1
1978						
January	65	47	112	17.2	16.3	33.5
February	68	44	112	15.9	15.2	31.1
March	69	57	126	19.5	16.9	36.4
Average of						
Oct-Dec 1977	61	47	108	17.5	14.3	31.8
Jan-Mar 1978	68	49	117	17.5	16.2	33.7
Percentage change	+11	+6	+9	n/c	+13	+6

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Unemployment and vacancies: mid-April

Unemployed persons in Great Britain on 13 April totalled 1 387 484 – 5.9 per cent of total employees. The figure includes 56 706 school leavers under 18 not yet employed.

The seasonally adjusted series shows that the number of unemployed in Great Britain excluding the school leavers was 1 326 400 (5.7 per cent of all employees), a decrease of 13 900 since 9 March. In the last three months there has been a decrease on average of 12 000 a month.

Of the total unemployed in Great Britain 219 000 had been unemployed for four weeks or less. It is estimated that about 1 043 000 were unemployed for more than four weeks, and were aged under 60.

The average number joining the unemployment register in the three months ended March was 347 000 per month compared with 388 000 in the three months ended December and 386 000 in the three months ended September 1977. The average numbers leaving the register in these three periods were 360 000, 387 000 and 372 000 per month respectively.

The average inflow of vacancies in the three months ended March was 209 000 per month compared with 198 000 in the three months ended December and 192 000 in the three months ended September 1977. The average outflows in the three periods were 192 000, 193 000 and 194 000 per month respectively.

The unemployment figures do not include temporarily stopped workers – that is, those who had a job on the day of the count but were temporarily suspended from work on that day and were registered in order to claim benefits. These numbered 11 664 in Great Britain and 12 598 in the United Kingdom – representing a decrease on 9 March of 5266 in Great Britain and a decrease of 5035 in the United Kingdom.

In the week ended 11 February 45 000 operatives in manufacturing industries in Great Britain were on short-time working. Of these 4000 were stood off for the whole week and 41 000 for part of the week. The figure compares with a total of 47 000 on short-time in the week ended 14 January 1978. The short-time working figures include temporarily stopped workers.

Notified vacancies

The number of vacancies notified to employment offices in Great Britain remaining unfilled on 7 April was 202 183, an increase of 18 010 since last month. The number of vacancies notified to careers offices was 25 424, an increase of 1323 since last month.

The seasonally adjusted series shows that the number of vacancies notified to employment offices in Great Britain was 201 900, an increase of 8000 since March 1978.

The figures do not represent the total number of vacancies in the economy, but only those vacancies notified by employers to local offices of the Employment Service Division of the Manpower Services Commission and to careers offices that remained unfilled on 7 April.

Inquiries: Watford 28500 ext. 403.

Unemployment (on 13 April 1978)

	Great Britain		United Kingdom	
	Number	Change since March	Number	Change since March
Unemployed, excluding school leavers	1 330 778	–30 563	1 390 987	–29 750
School leavers	56 706	+19 067	60 771	+20 542
Total unemployed	1 387 484	–11 496	1 451 758	–9 208
Percentage of all employees	*5.9*	—	*6.1*	—
Seasonally adjusted				
Unemployed, excluding school leavers	1 326 400	–13 900	1 387 100	–12 900
Percentage of all employees	*5.7*	*–0.1*	*5.8*	*–0.1*

Consumers' expenditure 1½ per cent up in first quarter

Preliminary estimates indicate that in the first quarter of 1978 the volume of consumers' expenditure (revalued at 1970 prices and seasonally adjusted) was about 1¼ per cent higher than in the fourth quarter of 1977.

It is estimated that between the fourth quarter of 1977 and the first quarter of 1978, there was a substantial increase in expenditure on the purchase of motor vehicles and on household durable goods. Expenditure on alcoholic drink and on fuel and light also rose, while expenditure on food fell back from the high level of the previous quarter.

Consumers' expenditure at 1970 prices seasonally adjusted £m

1977	1st qtr	8 758
	2nd qtr	8 644
	3rd qtr	8 831
	4th qtr	8 900
1978	1st qtr	(9 015) (first preliminary estimate)

Sector financial accounts: second half and year 1977

Industrial and commercial companies are estimated to have had a financial surplus of £0.2 billion in the second half of 1977, compared with a deficit of £1.9 billion in the first half of the year. The movement out of deficit into surplus reflected mainly a marked fall in the level of stockbuilding in the third and fourth quarters of 1977. The financial deficit of the public sector was £2.7 billion in the second half of 1977, following a deficit of £3.0 billion in the first half.

The personal sector's financial surplus rose to £4.6 billion in the second half of 1977, after a surplus of £4.3 billion in the previous half year. The financial position of the overseas sector (which mirrors the current account of the balance of payments) changed from a surplus of £0.9 billion in the first half of 1977 to a deficit of £0.9 billion in the latest period.

Year 1977

The financial deficit of industrial and commercial companies increased from £1.0 billion in 1976 to £1.8 billion in 1977 despite the small surplus recorded in the second half of the later year. Over the same period the public sector's financial deficit fell, by £2.7 billion to £5.7 billion. The personal sector's surplus increased by £0.6 billion to £8.9 billion in 1977 while the surplus of the overseas sector fell by over £1.0 billion to a position of near balance in 1977.

Inquiries: 01-233 6135/6193.

Cotton industry: production in February

Statistics issued by the Textile Statistics Bureau show that in January-February 1978 the amount of cloth woven was 2 per cent lower than in January-February 1977. Production of single yarn decreased by 11 per cent and doubled yarn decreased by 15 per cent.

Inquiries: 01-212 0017 or 01-212 6474.

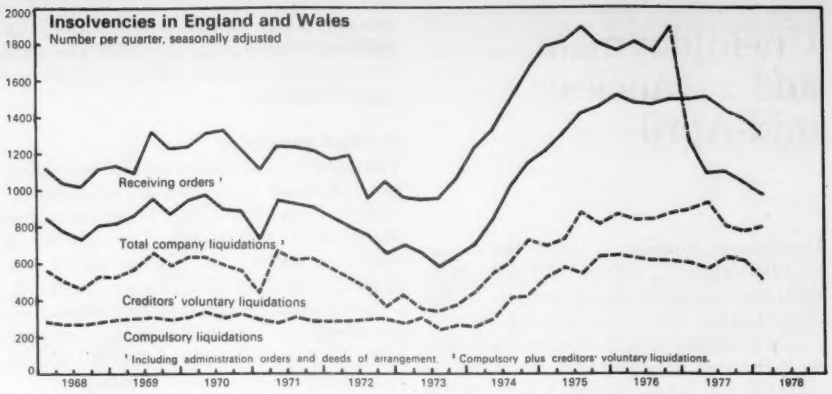
Production in the cotton industry

Annual totals and weekly averages

	Single yarn [1]		Double yarn		Woven cloth	
	Cotton yarn [2]	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg				million m	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57 3	627.6	484.3
1971	133.0	83.3		85.0	559.1	479.8
1972	121.4	81.7		75 4	513 0	469.8
1973	115.4	92.5		82.1	453.2	502.3
1974	101.3	87.7		74.7	409.5	505.3
1975	94.4	76.4		68.4	405.4	503.0
1976	106.9	76.1		69.4	374.5	492.9
1977	98.1	77.6		69.8	368.3	497.5
1977						
Jan	2.2	1.7		1.5	7.7	10.3
Feb	2.3	1.7		1.6	7.9	10.7
Mar [3]	2.2	1.8		1.6	7.9	10.7
Apr	1.7	1.4		1.2	6.3	8.8
May	2.3	1.9		1.6	7.9	11.1
June [3]	1.5	1.2		1.1	6.9	8.8
July	1.6	1.2		1.2	4.3	7.5
August [3]	1.9	1.5		1.4	7.6	9.5
Sep	1.5	1.2		1.2	6.3	9.0
Oct	2.0	1.6		1.4	7.9	10.5
Nov [3]	2.0	1.6		1.4	7.8	10.2
Dec	1.4	1.1		1.0	5.9	7.6
1978						
Jan	2.0	1.5		1.3	7.7	10.0
Feb	2.0	1.6		1.3	8.0	10.0

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

Insolvencies in England and Wales: first quarter 1978



Company liquidations and receiving orders both fell in the first quarter of 1978, following falls in the preceding quarter. It now seems fairly clear that the level of insolvencies is past its peak.

Table 1 shows that, on a seasonally adjusted basis, total company liquidations, which have fallen since about the middle of 1977, fell again to about 1310 in the first quarter of 1978. The fall from about 1400 in the preceding quarter was more than accounted for by a fall in compulsory liquidations from about 620 to about 500; creditors' voluntary liquidations rose slightly from about 780 to about 800. Before seasonal adjustment there were 1339 company liquidations, made up of 542 compulsory liquidations and 797 creditors' voluntary liquidations. The total is about 13 per cent lower than a year earlier with compulsory liquidations about 17 per cent lower and creditors' voluntary liquidations about 10 per cent lower.

Table 1 also shows, on a seasonally adjusted basis, that receiving orders (including administration orders and deeds of arrangement), which have also been declining since about the middle of 1977, fell again to about 940 in the first quarter of 1978 compared with about 1030 in the preceding quarter. Before seasonal adjustment there were 1034 receiving orders (including administration orders and deeds of arrangement) in the first quarter of 1978, about 25 per cent fewer than a year earlier, but some of this fall may have been due to the continuing effect of the increases in monetary limits in bankruptcy proceedings and in deposits on bankruptcy petitions which came into effect in December 1976 (see the notes at the end of this article).

The chart illustrates the changes in the number of insolvencies, seasonally adjusted, in each quarter over the last 10 years. Changes in the number of company liquidations and in the number of receiving orders (including administration orders and deeds of arrangement) have broadly followed the same pattern and both reached a trough at much the same time in mid-1973, subsequently rising steadily to historically very high levels in 1975 and 1976. Since then both these types of insolvency, particularly receiving orders, have fallen fairly sharply. Interpretation of the fall in receiving orders is complicated by the effect of the changes in monetary limits and in deposits mentioned above, which caused much if not all the sharp fall in early 1977. Nevertheless, the steady fall in company liquidations since the second quarter of 1977 and the fall in receiving orders in the two most recent quarters suggest that the underlying level of insolvencies is now past its peak.

High Court and county court figures

The numbers of receiving and administration orders and of compulsory winding-up

Table 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4 298	4 123	27	148		3 165	1 108	2 057			
1969	4 772	4 532	20	220		3 510	1 181	2 329			
1970	5 087	4 878	29	180		3 689	1 269	2 420			
1971	4 793	4 630	13	150		3 506	1 166	2 340			
1972	4 337	4 225	19	93		3 063	1 150	1 913			
1973	3 917	3 805	12	100		2 575	1 080	1 495			
1974	5 718	5 595	13	110		3 720	1 395	2 325			
1975	7 271	7 123	20	128		5 398	2 287	3 111			
1976	7 207	7 089	19	99		5 939	2 511	3 428			
1977	4 489	4 388	15	86		5 848	2 442	3 406			
1968											
1st qtr	1 231	1 190		41	1 121	897	307	590	850	287	563
2nd qtr	1 024	985		39	1 040	775	279	496	772	271	501
3rd qtr	932	907		25	1 020	586	148	438	731	270	461
4th qtr	1111	1 068		43	1 117	907	374	533	812	280	532
1969											
1st qtr	1 231	1 173		58	1 135	872	318	554	824	296	528
2nd qtr	1 095	1 055		40	1 094	871	308	563	864	298	566
3rd qtr	1 215	1 157		58	1 319	798	171	627	957	305	652
4th qtr	1 231	1 167		64	1 224	969	384	585	865	282	583
1970											
1st qtr	1 314	1 273		41	1 236	981	318	663	942	305	637
2nd qtr	1 321	1 280		41	1 308	966	339	627	971	335	636
3rd qtr	1 219	1 174		45	1 324	744	169	575	893	303	590
4th qtr	1 233	1 180		53	1 219	998	443	555	883	326	557
1971											
1st qtr	1 171	1 145		26	1 110	760	310	450	730	297	433
2nd qtr	1 253	1 205		48	1 237	945	285	660	942	275	667
3rd qtr	1 137	1 092		45	1 233	777	172	605	925	308	617
4th qtr	1 232	1 201		31	1 213	1 024	399	625	909	286	623
1972											
1st qtr	1 222	1 197		25	1 166	877	291	586	855	284	571
2nd qtr	1 200	1 175		25	1 187	799	293	506	799	284	515
3rd qtr	866	844		22	945	614	160	454	753	291	462
4th qtr	1 049	1 028		21	1 039	773	406	367	656	291	365
1973											
1st qtr	1 011	982		29	954	710	273	437	700	271	429
2nd qtr	952	919		33	941	653	308	345	655	302	353
3rd qtr	875	858		17	955	463	130	333	579	241	338
4th qtr	1 079	1 058		21	1 067	749	369	380	641	266	375
1974											
1st qtr	1 322	1 296		26	1 230	713	264	449	701	258	443
2nd qtr	1 341	1 314		27	1 329	844	309	535	847	297	550
3rd qtr	1 377	1 355		22	1 500	829	224	605	1 023	415	608
4th qtr	1 678	1 643		35	1 659	1 334	598	736	1 149	425	724
1975											
1st qtr	1 938	1 900		38	1 782	1 238	540	698	1 218	525	693
2nd qtr	1 816	1 783		33	1 807	1 317	593	724	1 311	580	731
3rd qtr	1 719	1 693		26	1 888	1 138	279	859	1 417	541	876
4th qtr	1 798	1 767		31	1 794	1 705	875	830	1 452	641	811
1976											
1st qtr	1 921	1 891		30	1 758	1 554	687	867	1 514	646	868
2nd qtr	1 807	1 785		22	1 807	1 490	653	837	1 471	631	840
3rd qtr	1 592	1 571		21	1 750	1 150	324	826	1 462	619	843
4th qtr	1 887	1 861		26	1 892	1 745	847	898	1 492	615	877
1977											
1st qtr	1 373	1 350		23	1 259	1 542	653	889	1 498	606	892
2nd qtr	1 092	1 067		25	1 096	1 533	602	931	1 512	580	932
3rd qtr	1 002	980		22	1 105	1 125	336	789	1 442	640	802
4th qtr	1 022	1 006		16	1 029	1 648	851	797	1 396	616	780
1978											
1st qtr	1 034	1 019		15	943	1 339	542	797	1 307	504	803

orders made in the High Court and county courts during the first quarter of 1978 and the four preceding quarters were as follows:

	1977				1978
	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
Receiving and administration orders:					
High Court	493	476	374	445	426
County courts	857	591	606	561	593
Total	1 350	1 067	980	1 006	1 019
Compulsory liquidation winding-up orders:					
High Court	535	485	226	731	449
County courts	118	117	110	120	93
Total	653	602	336	851	542

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered (including administration orders and deeds of arrangements) up to the fourth quarter of 1977. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not agree with those in table 1, which are for all receiving orders, administration orders and deeds of arrangement made. The data vary from quarter to quarter though there is a tendency for certain groups, eg construction, always to form a large proportion of the total. The compilation of the data for the fourth quarter of each year differs from that for the first three quarters. For this reason, it is preferable to compare the industrial analysis for 1977 as a whole with that for 1976 and to avoid comparison between the analysis for the fourth quarter of 1977 and those shown in table 2 for other quarters.

The percentage of receiving orders administered (including administration orders and deeds of arrangement) accounted for by self-employed individuals rose in 1977 to about 75 per cent compared with about 70 per cent in 1976. Apart from the percentages in agriculture and in other industries, which fell slightly, the percentages in all the industrial classifications either stayed the same or rose slightly, the largest rise being about one percentage point in non-food retailing. The fall in the percentage in other individuals was more than accounted for by a fall in the percentage in employees, no occupation, and unemployed from about 21½ per cent to 15 per cent; changes in the remaining two categories of other individuals were relatively small.

Table 3 gives the industrial analysis of company liquidations up to the fourth quarter of 1977. There were some sharp changes in the fourth quarter compared with the preceding quarter. The percentage in manufacturing fell by about 9½ percentage points, with substantial falls in metals and engineering (about 4 points), textiles and clothing (about 2 points), and other manufacturing (about 3 points). There were substantial rises in construction (3½ points), road haulage (about 1½ points), consumer goods wholesaling (about 2½ points), non-food retailing (about 3 points), financial and professional services (about 6½ points), and other consumer services (about 3 points). On the other hand, there was a substantial fall (about 7½ points) in other (non-manufacturing) industries.

In 1977 as a whole compared with the previous year the changes in the industrial analysis of company liquidations were more moderate. The percentage in manufacturing fell by 2 points, with slight falls in all the manufacturing classifications except in timber and furniture and in other manufacturing, in which there were slight rises. The percentage in financial and professional services fell by about 3 points, but there were modest rises, on the other hand, in consumer goods wholesaling (about 2 points), non-food retailing (about 1½ points), and other industries (about 2 points). Other changes between the two years were relatively small.

Small changes in the industrial analyses should not necessarily be regarded as significant, if only because of the difficulty of making precise industrial classification in many cases and the erratic nature of the series.

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

Table 2 Industrial analysis of receiving orders administered[1]

England and Wales

	Numbers							Percentages						
			1976	1977						1976	1977			
Industry	1976	1977	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1976	1977	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Self-employed														
Agriculture	135	72	32	19	18	14	21	2.0	1.7	1.4	1.7	2.1	1.7	1.5
Manufacturing:														
Food, drink and tobacco	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Chemicals	—	2	—	—	—	—	2	—	—	—	—	—	—	0.1
Metals and engineering	65	43	38	2	8	8	25	1.0	1.0	1.6	0.2	0.9	1.0	1.8
Textiles and clothing	44	32	18	1	10	8	13	0.6	0.8	0.8	0.1	1.2	1.0	0.9
Timber and furniture	31	24	8	5	1	1	17	0.5	0.6	0.3	0.4	0.1	0.1	1.2
Paper, printing and publishing	29	16	19	2	1	4	9	0.4	0.4	0.8	0.2	0.1	0.5	0.7
Other manufacturing	16	13	9	1	1	3	8	0.2	0.3	0.4	0.1	0.1	0.4	0.6
Total manufacturing	185	130	92	11	21	24	74	2.7	3.1	4.0	1.0	2.4	2.9	5.4
Construction	1 564	986	527	227	219	179	361	23.0	23.6	22.8	20.4	25.3	21.7	26.3
Road haulage	405	252	175	47	51	47	107	6.0	6.0	7.6	4.2	5.9	5.7	7.8
Wholesaling:														
Consumer goods	77	44	47	11	10	4	19	1.1	1.1	2.0	1.0	1.2	0.5	1.4
Non-consumer goods	60	62	25	18	13	9	22	0.9	1.5	1.1	1.6	1.5	1.1	1.6
Retailing:														
Food	382	273	136	61	58	58	96	5.6	6.5	5.9	5.5	6.7	7.0	7.0
Non-food	764	517	311	137	97	112	171	11.2	12.4	13.4	12.3	11.2	13.6	12.4
Financial and professional services	317	213	142	52	35	41	85	4.7	5.1	6.1	4.7	4.1	5.0	6.2
Hotels and restaurants	358	239	131	59	51	49	80	5.3	5.7	5.7	5.3	5.9	6.0	5.8
Garages	249	175	119	29	27	29	90	3.7	4.2	5.1	2.6	3.1	3.5	6.5
Other consumer services	233	152	93	37	26	30	59	3.4	3.6	4.0	3.3	3.0	3.6	4.3
Other industries	69	36	22	11	6	7	12	1.0	0.9	1.0	1.0	0.7	0.9	0.9
Total	4 798	3 151	1 852	719	632	603	1 197	70.6	75.4	80.1	64.5	73.1	73.3	87.1
Other individuals														
Employees, no occupation and unemployed	1 467	625	240	302	172	151	—	21.6	15.0	10.4	27.1	19.9	18.3	—
Directors and promoters of companies	430	357	200	74	47	58	178	6.3	8.5	8.6	6.6	5.4	7.0	12.9
Occupation unknown	101	44	21	20	13	11	—	1.5	1.1	0.9	1.8	1.5	1.3	—
Total	1 998	1 026	461	396	232	220	178	29.4	24.6	19.9	35.5	26.9	26.7	12.9
All receiving orders administered	6 796	4 177	2 313	1 115	864	823	1 375	100.0	100.0	100.0	100.0	100.0	100.0	100.0

[1] Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

Table 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

Industry	Numbers							Percentages						
			1976	1977						1976	1977			
	1976	1977	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1976	1977	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Agriculture	25	25	2	7	7	3	8	0.4	0.4	0.1	0.5	0.5	0.3	0.5
Manufacturing:														
Food, drink and tobacco	54	38	14	7	18	2	11	0.9	0.6	0.8	0.5	1.2	0.2	0.7
Chemicals	48	31	13	5	14	2	10	0.8	0.5	0.7	0.3	0.9	0.2	0.6
Metals and engineering	419	343	117	85	88	94	76	7.1	5.9	6.7	5.5	5.7	8.4	4.6
Textiles and clothing	257	239	70	66	58	59	56	4.3	4.1	4.0	4.3	3.8	5.2	3.4
Timber and furniture	121	128	32	27	36	29	36	2.0	2.2	1.8	1.8	2.3	2.6	2.2
Paper, printing and publishing	163	136	37	29	42	35	30	2.7	2.3	2.1	1.9	2.7	3.1	1.8
Other manufacturing	257	264	76	58	71	75	60	4.3	4.5	4.4	3.8	4.6	6.7	3.6
Total manufacturing	1 319	1 179	359	277	327	296	279	22.2	20.2	20.6	18.0	21.3	26.3	16.9
Construction	977	1 004	299	256	258	176	314	16.5	17.2	17.1	16.6	16.8	15.6	19.1
Road haulage	273	256	80	55	59	47	95	4.6	4.4	4.6	3.6	3.8	4.2	5.8
Wholesaling:														
Consumer goods	191	291	72	73	65	46	107	3.2	5.0	4.1	4.7	4.2	4.1	6.5
Non-consumer goods	237	185	71	51	50	41	43	4.0	3.2	4.1	3.3	3.3	3.6	2.6
Retailing:														
Food	113	96	34	31	24	21	20	1.9	1.6	1.9	2.0	1.6	1.9	1.2
Non-food	626	692	190	203	181	103	205	10.5	11.8	10.9	13.2	11.8	9.2	12.4
Financial and professional services	904	729	194	209	156	104	260	15.2	12.5	11.1	13.6	10.2	9.2	15.8
Hotels and restaurants	161	144	42	35	32	38	39	2.7	2.5	2.4	2.3	2.1	3.4	2.4
Garages	118	108	26	32	28	24	24	2.0	1.8	1.5	2.1	1.8	2.1	1.5
Other consumer services	489	512	197	143	132	78	159	8.2	8.8	11.3	9.3	8.6	6.9	9.6
Other industries	506	627	179	170	214	148	95	8.5	10.7	10.3	11.0	14.0	13.2	5.8
Total	5 939	5 848	1 745	1 542	1 533	1 125	1 648	100.0	100.0	100.0	100.0	100.0	100.0	100.0

The figures for bankruptcies in table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the bankruptcy acts and are included in the figures for receiving orders in table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in table 2.

Receiving orders administered, referred to in table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year, the industrial analysis in table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for the fourth quarter with the analysis for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations: these do not involve insolvency and they are not included in the figures in this article.

The Insolvency Act 1976 changed some aspects of the law relating to both bankruptcy and company liquidation. Its provisions include an increase in the minimum debt to support a creditor's petition for bankruptcy from £50 to £200; and under an amendment to the Bankruptcy Rules 1952, the deposits required on bankruptcy petitions were increased from £5 to £50 for debtors' petitions and from £7.50 to £90 for creditors' petitions. These changes have had a substantial effect on the number of bankruptcy petitions, and hence on the number of receiving orders, from the beginning of 1977.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 40 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made-up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditor's voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in table 1.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to compile statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the bankruptcy general annual report and quarterly figures so analysed are given in the *London Gazette*. Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

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British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 25 March 1978:

	£
Distributors' earnings submitted	
Low-cost films:	
Eligible (after multiplying by 2½)	30 970
Not eligible for 2½ times rental	61 305
	92 275
High-cost films (including newsreels after multiplying by 2½)	281 561
	373 836
Films under 3 000 ft (after multiplying by 2½)	55 516
	429 352
Levy collections paid to agency by HM Customs and Excise to 4 April 1978 including an estimate of collections approximately covering entertainments for the four weeks ended 25 March 1978	427 000

The fifth interim allocation for the twenty-first year will be at the rate of 44 per cent.

Films Acts: exhibitors' 1977 quota returns analysed

The Films Acts 1960 to 1970 require all exhibitors to make returns and provide that cinemas must show at least the prescribed percentages of quota films. For 1977, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films shown in the supporting programme.

Returns of films exhibited in 1977 have now been examined by the Department of Trade. Of the 1259 cinema screens whose returns were analysed, 73 had reduced quotas ranging from 12.5 per cent to 25 per cent for first feature films, and 61 of these had reduced quotas ranging from 12 per cent to 20.5 per cent for supporting programmes. Thus the average prescribed quotas were 29.4 per cent for first features and 24.5 per cent for supporting programmes.

The proportion of quota films exhibited was 37.1 per cent (1976, 38.4 per cent) for first features and 46.5 per cent (42.3 per cent) for supporting programmes. Eighty-nine per cent (92 per cent) of the screens achieved or exceeded their first feature quota and 98 per cent (also 98 per cent) their supporting programme quota. A large proportion of the quota failures involved only a relatively small margin of failure.

In 1977, 126 quota films (42 British and 84 community) of more than 72 minutes playing time were registered, compared with 136 (64 and 72) in 1976.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 28 April 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Chiffy Kids, 2nd Series					
It Pays to Advertise	BR/E 39561/30/4/83	18	28 April	Children's Film Foundation Ltd	Anvil Film and Recording Group Ltd
Magpie's Talking Duck	BR/E 39562/30/4/83	17	28 April	Children's Film Foundation Ltd	Anvil Film and Recording Group Ltd
All In A Good Cause	BR/E 39563/30/4/83	20	28 April	Children's Film Foundation Ltd	Anvil Film and Recording Group Ltd
Slimderella	BR/E 39564/30/4/83	21	28 April	Children's Film Foundation Ltd	Anvil Film and Recording Group Ltd
Jam Session	BR/E 39565/30/4/83	21	28 April	Children's Film Foundation Ltd	Anvil Film and Recording Group Ltd
Water Bikes	BR/E 39566/30/4/83	23	28 April	Children's Film Foundation Ltd	Anvil Film and Recording Group Ltd
Movietone News 2551	BR/E 39399/30/4/83	8	28 April	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
That Obscure Object Of Desire	EC 39560/30/4/83	103	27 April	Artificial Eye Film Company	Greenwich Film Production and Films Galaxie, Paris, and Incine, Madrid
FOREIGN					
The Devil's Advocate	F 39558	109	24 April	Rank Film Distributors Ltd	Geria II Film GmbH, Munich
The World's Greatest Lover	F 39559	87	26 April	Twentieth Century-Fox Film Co Ltd	Twentieth Century-Fox Film Corporation, California

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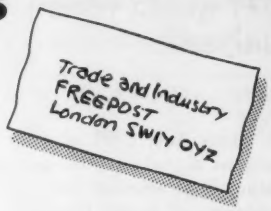

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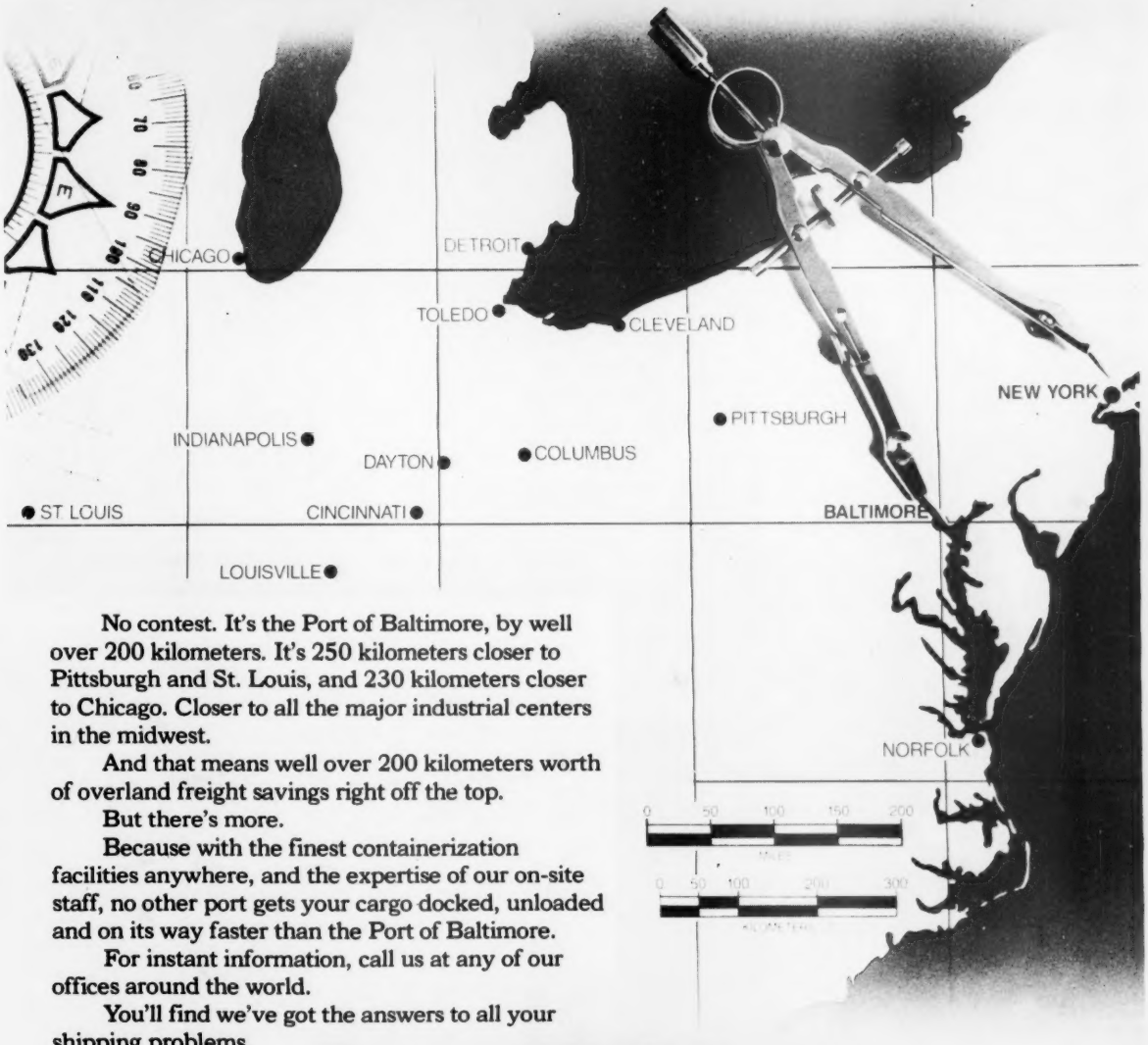

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